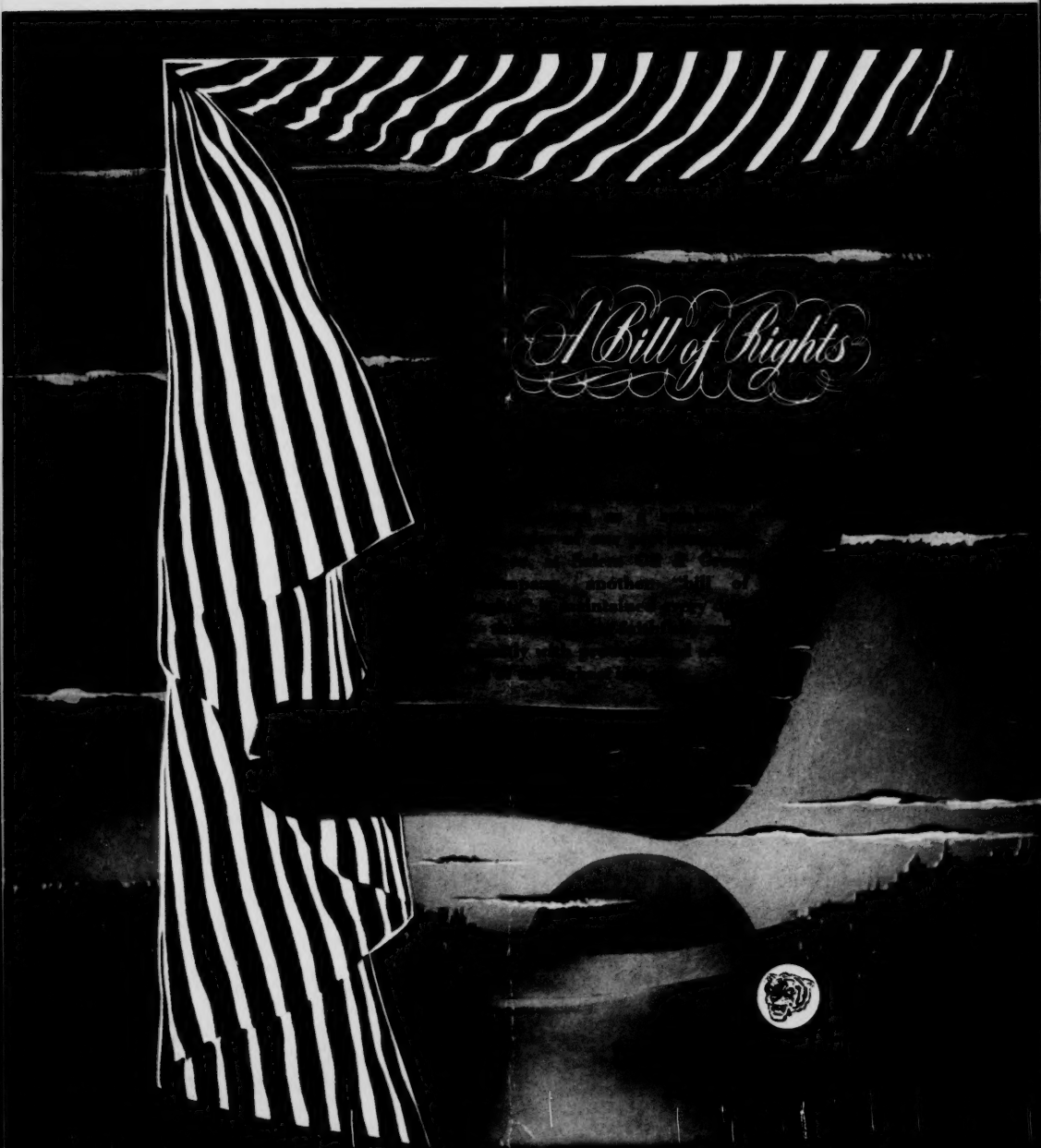


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*The International Shoe and Leather Weekly*



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# *Extra Eye and Buy Appeal...*



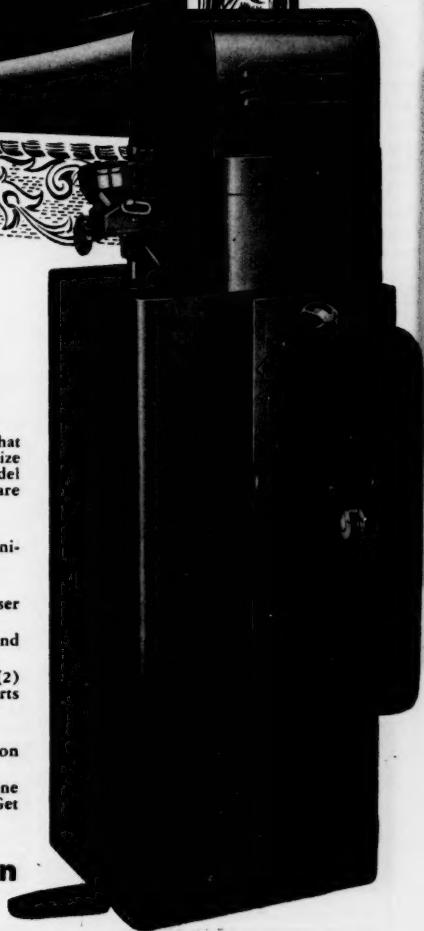
## **in Your Shoes with THE NEW GOODYEAR WELT Indenting Machine—Model C!**

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**United Shoe Machinery Corporation**  
BOSTON, MASSACHUSETTS



This column invites the opinions of all L&S readers.

### Poke In The Ribs

Sirs:

Your editorial, "Get Up Off Your Assets," which appeared November 10, reminded me of your earlier poke in the ribs, June 25, 1949—"For Whom the Bell Tolls."

I have taken these messages to heart and am confident that others in the leather tanning business have done likewise.

Some within our industry, as well as many without, *have* been doing something. Within the economic limitations of our individual capacity, our company has tried to maintain a positive approach to the leather problem ever since 1948.

During the past several years, it has been most gratifying to witness the good work done by our allied trades in the promotion of the traditionally rich assets in leather, and I, for one, appreciate this support.

I would like to hope that the constructive suggestions made in your aggressive editorials will tend to arouse an enthusiasm among sole leather tanners to convincingly justify the sound logic which you have expressed.

J. F. EBERLE,  
General Manager

Eberle Tanning Co.  
Westfield, Pa.

# Give



It's a  
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**Red Feather**  
**This Year!**

# LEATHER and SHOES

ESTABLISHED 1890

Vol. 122

December 15, 1951

No. 24

## FEATURES

STYLESCOPE .....	8
NEW DEVELOPMENTS .....	9
TECHNICAL TIPS .....	10

## THE NEWS

1950 SHOE OUTPUT REVISED TO 512 MILLION PAIRS  
TRADE STILL AWAITS HIDE PRICE ROLLBACK  
NEW ENGLAND SHOE WORKERS SEEKING HIKES  
DOYLE SHOE BIDS LOW ON NAVY OXFORDS

## DEPARTMENTS

Editorial .....	6	Tanning Materials ..	23	Coming Events ..	34
News X-Ray .....	11	Hides and Skins ..	24	Advertisers' Index ..	34
News .....	12	News Quicks .....	27	Deaths .....	34
Leather Markets .....	19				

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**UNITED SHOE MACHINERY CORPORATION**

BOSTON, MASSACHUSETTS



Here's an unretouched "cutaway" photo of a shoe worn by Mr. Claude L. Voorhies, a postman of Nashville, Tenn. Mr. Voorhies states: "I wore these shoes for two years on my mail route, covered eight miles a day and at no time suffered toe discomfort due to loose and wrinkled toe linings".



\*Celastic is a registered trademark of the Celastic Corp.

# TANNERS — STICK TO YOUR LAST

*Any attempt to seek new markets for leather will prove an abortion*

**A**N idea of growing popularity making the rounds in the tanning industry is that there should be a concerted drive for new leather markets. With synthetics, plastics and other non-leather materials taking larger and larger bites out of leather's "traditional" markets, the impulsive conclusion of many tanners is that leather should seek new fields to invade and conquer—just as some of their own fields have been invaded and conquered.

The mischievous sperm that wiggled its way forward and impregnated the egg to conceive this idea is one sure to give birth to a monstrosity. Hence, it deserves to be aborted in the bud.

## Grave Mistake

By seriously considering other fields on a large scale, the tanners will make the gravest mistake in their history. Leather belongs primarily in shoes, and there it should fight to stay. The fact that about 87 percent of all leather has traditionally gone into footwear is obvious indication that leather and footwear have a natural affinity for each other.

But what has happened to leather in the non-shoe fields? Luggage, gloves, industrial belting, handbags, upholstery, personal leather goods, sporting goods, and a miscellany of other markets that once belonged largely to leather—all are either dominated or deeply dented by non-leather materials. All this has been accomplished mostly during the past six or seven years. In another ten years, if the current pace continues, leather will constitute only a small portion of these markets.

But why has leather found the sledding so tough in these non-shoe markets? Because virtually all the material requirements of these markets or products have been satisfactorily filled by non-leather materials. For example, plastic luggage has met with public approval because it furnishes the desired colors, lightness of

weight, durability and scuff resistance, and other qualities demanded in luggage. The same applies to most of the other markets; the non-leather materials have adequately filled the bill. And, most importantly, *at substantially lower prices.*

Leather has succeeded in maintaining a small portion of these markets chiefly on the basis of one appeal feature: the "luxury" factor. This has been demonstrated perfectly by upholstery leather. The sales promotion of the upholstery leather tanners has been directed, wisely, to a *limited* market comprised of the higher income individuals or products able to afford a luxury of quality product. The same applies to handbags, personal leather goods, and other items. Products of leather in these fields are being sold chiefly to the minority in the higher-income group that is quality-minded and able to afford a relatively "luxury" product.

But the *mass market* is going largely to the plastics and synthetics producers—because they provide a suitable product that adequately simulates the genuine—and at a price meeting mass-market acceptance.

Also significant, these non-leather materials are far less susceptible to wide fluctuations in supplies and raw materials prices—one of the chief hardships and hazards of leather in its attempt to meet its competition.

Now, no matter what new markets may be sought for leather outside the shoe field, one thing is obvious and certain: at best only a small portion of the market can be won and held. For example, leather lampshades, or leather carpeting, or

leather wall paneling—to name but a few possibilities. Non-leather materials can closely simulate in appearance any leather. They can serve every practical purpose from the standpoint of leather-like appearance, wear and durability. Most importantly, the cost would be much less. Thus, leather would win its sales only in the limited group seeking the "genuine" and able to afford it.

However, when we come to shoes the situation changes drastically. Shoes demand specific requirements of the materials from which they are made—requirements unnecessary in other products. Shoes require that materials be pliable and flexible, with just the right amount of elasticity to form-fit the foot yet yield a bit to foot stresses. Shoes require porosity or "breathability" from their materials. They demand certain foot health requirements. These are but a few of the peculiar demands of any shoe material.

## Future Is With Shoes

Leather has traditionally filled these requirements with complete public satisfaction. And its future is with footwear, as it has had its past for centuries.

For leather to seek new fields is indicative of gross commercial cowardice. Either the leather industry doesn't recognize its own strength, or it is surprisingly naive about the subject of "new markets."

The leather industry must face up to one significant fact: it can price itself out of the shoe market as it has in many other markets. In other words, leather shoes might one day become comparatively a "luxury" product serving only a minority portion of its major market.

This vital point of price stability and mass-acceptance prices deserves the cooperative attention of packers, hide dealers and tanners if they are to protect their stake in their major market.

## LandS Editorial

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ANTARA PRODUCTS, since October 1950 a division of General Dyestuff Corporation, this month changes its name to ANTARA CHEMICALS. The new name, it is believed, more accurately characterizes the general product line marketed by Antara—chemicals made by the General Aniline Works Division of General Aniline & Film Corporation for industry.

The change in name coincides with the inauguration of a multi-million dollar expansion program which will increase the research, production and service facilities of the division in the fields of surfactants, acetylene derivatives, intermediates and industrial chemicals.

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# Stylescope

SHOE FASHION NEWS AND TRENDS

**Is industry on right track, stylewise?** Pumps and pump-type silhouettes remain dominant shoe fashion leader. Slight variations being used according to price range and purposes for which particular shoe is designed. Smart woman knows she is fashion-right, according to present-day standards, if she wears pump. Ever since pumps crashed fashion picture few years back, shoe industry has been riding crest of pump sales wave which has begun to break.

**Originally promoted to increase sales, pumps now defeating own purpose.** Pump domination of style picture has eliminated necessity of wardrobe of shoes, factor vital to maintaining or increasing sales. Women now wearing pumps for business, shopping, afternoon luncheon or club activities, both formal and informal evenings—everything short of strictly leisure or casual. Entire fashion industry has helped establish this shoe as the right shoe for all occasions. Fashion shows, photographs in newspapers and magazines, present simple pump as correct footwear for practically all costumes.

**Industry has fallen into trap of style conservatism,** sticking with design sure to account for some sales, rather than taking chance on getting behind something really new which could create a grand sweep and terrific sales. Some new ideas are coming forth but producers presenting them without courage of their convictions. Seems new ideas are being shown just to prove that it can be done. However, trend indicates that new thoughts stop just about where they started.

**Smaller manufacturers beginning to give up on making men's fabric upper shoes.** After initial success by large rubber companies of cushion-crepe type soles on canvas-type fabric uppers, many tried jumping on bandwagon. Now find competition too stiff. Cannot meet low production costs of large companies with result that margin of profits on these types too small to make shoe worthwhile. Styling is being dropped from many lines.

**Boys' futuristic-type hero shoes steadily gaining.** Introduced editorially by L&S Aug. 11, Space Patrol type footwear now established and increasing in sales. Accurate

Shoe Corp. of Brooklyn, N. Y., obtained license to use Space patrol name (from popular TV show) in manufacture of boys' boots early last Fall. Company reports constant additions of retail outlets in plans for national distribution. Has just added line of slippers for youngsters, utilizing various cosmic motifs.

**U. S. Department of Commerce announces "Large Size Week," January 17-23.** Shoe manufacturers would do well to call attention of this to retail outlets. Could promote styles in line which are particularly good in large sizes. In women's field, promotions could stress features which tend to minimize appearance of size. Could also stress fact that large sizes are available in smart stylings, playing up factor of being able to fit larger feet. This type of promotion has tremendous possibilities for extra sales.

**Gimmicks provide sales-stimulating promotions.** Buskens, Inc., deluged by buyers at PPSSA when announced that the company had tied in with Cutex nail polish concern on a colorful, joint promotion. The nationally advertised casual line will show three flattie styles in an array of fresh and pretty colors, featuring widely opened toes. To each pair will be attached a little bottle of Cutex, color-matched to the shoe by nail polish company. Also, Classical Girl Shoe Co., Lynn, Mass., adds small vial of moderately-expensive "Loki Mischief" perfume to each pair of shoes in one of its casual lines.

**Many lines shown at PPSSA featured additions of cushion-crepe type soles.** Used extensively in women's, misses' and little girls' casuals and flats. Outstanding on loafer types. Being utilized widely in men's and boys' field. Seen to be especially good on men's tobacco-pouch types which are expected to gain terrific consumer acceptance this Summer.

*Rosalie Margulies*

# NEW DEVELOPMENTS

## *What industrial science is doing to improve the job*

### **BINDING FOR SOLES**

This is a novel and practical method of fabricating a binding strip for binding outside platforms. It is composed of three sections, the center portion being any of the desired binding, such as leather, imitation, etc. The other two sections are made of a suitable textile material.

The center portion is attached to both sides of the textile material, preferably by zig-zag stitching to form a continuous binding strip. A platform bound with this binding is less costly; will fold and crimp better, especially the toe and heel sections. It will also give an excellent foundation for sole or upper cement, if the latter is not stitched to the innersole.



The illustration shows a typical outside platform shoe utilizing this binding strip. Also, note the exposed section showing the textile tape secured to the platform.

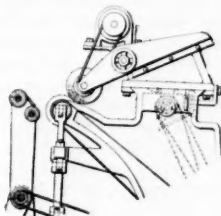
Source: Pat. No. 2,539,364; Haley Cate Co., Inc., Everett, Mass.

### **LEATHER SHAVING MACHINE**

This is a machine for shaving leather. Apparatus of this type usually has a multi-bladed cutting wheel past which a sheet of leather is drawn while it is held. To attain a cut of maximum smoothness and uniformity on a sheet of leather, the blades of the cutting wheel are customarily arranged in relatively narrow spirals about the wheel axis. A power-driven emery wheel along the cutting wheel sharpens the blades of the latter. However, sheets of leather shaved in

these types of apparatus are usually not entirely smooth and often show abrasion or cut marks which render them of no further use or require costly additional treatment to save them.

This new apparatus is designed to



shave leather with such uniformity as to omit any abrasion or cut marks in the leather. Also, to attain greater and more uniform sharpness of the cutting edges of the blades of the cutting wheel by reason of the additional relative motion between the latter and the emery wheel; and abrasion-free shaving of the leather by reason of the erasure-like motion of the spinning cutting wheel during its shaving performance.

Source: G. Levor & Co., Inc., New York City; Pat. No. 2,558,811.

### **Tanning Substances From Waste Lye**

Hitherto, sulphated waste lye was used as an additional tanning substance for so-called pseudo-tannings. Another use of such lyes, likewise merely as an additional tanning substance, consists in liberating the lyes from lime salts and iron by an acid treatment and to convert them into a commercial product by extracting them and concentrating the extract. Moreover, a genuine tanning substance is made from dry, dust-like waste lye by condensation with formaldehyde, sulphonation and neutralization. This is used as a tanning agent without further additions. In all processes, the tanning effect of the ligno-sulphonic acids is used to a slight extent only, and a recovery

of the sulphur combined with the liquor was not provided.

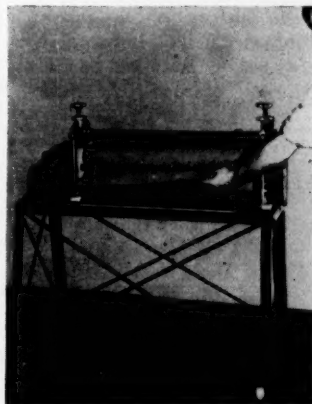
The main object of this new method is to provide a process for producing tanning substances from sulphite cellulose waste lye or the residue, wherein the tanning effect of the ligno-sulphonic acids is utilized practically in a complete manner.

There are other purposes, such as (1) the recovery of the sulphur combined with the lignin; (2) the tanning substances obtained can be used by themselves without additional chemical agents, for tanning purposes; (3) wherein besides these tanning substances, other valuable substances, such as hydroxy- and alkoxy-aldehydes, especially vamillin, sugar acting as a reducing agent and organic acids are obtained as by-products.

Source: Michael Mangold and Hilda Neuber, Vienna, Austria; U. S. Patent No. 2,559,305.

### **COMBINING PRESS**

High-speed combining of glued materials up to one-half inch thick and 30 inches wide is the function of a new rotary press made by



Potdevin Machine Co., 1285 38th Street, Brooklyn 18, N. Y. Suited

(Continued on Page 31)



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# TECHNICAL TIPS FOR SHOE FOREMEN

## OILING SHOE MACHINES

Watch for tiny oil spots on outsoles of welt shoes, notably at the outsole stitching machine, due to excessive oiling of the machine parts. One good rule is to clean the machine at the end of a day's work. After turning the driving wheel a few times, cover the machine head so no dust or dirt can drop between the machine parts. In the morning, before starting the machine, the oil that may have dripped should be wiped off. Such oiling of any kind of machinery allows for the gradual working of the oil into the iron, so to speak. It gives better results than oiling while the machine-parts are under frictional heat, which has the effect of burning up the oil and destroys the globules of which it is formed. After all, oil performs the same function as do steel ball bearings, as its multitudinous globules roll under frictional action, the same as do ball-bearings.

Edward Clappin

## PLASTIC WELTING

What is the correct method of using the Welting machine in the attaching of plastic welting? One factory has been testing both leather and plastic welting. The firm has wanted to use plastic entirely due to its lower cost and easier handling. By "easier handling" is meant the elimination of welt beating and welt wetting. In short, there is little or no waste in the use of plastic welting once the Welting machine and operator are attuned to one another.

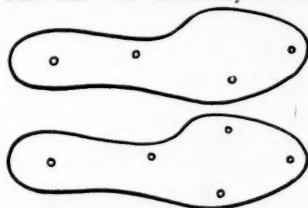
In this particular instance, the operator could not get a tight seam around the toe, especially when the storm type of plastic welting was used. This was corrected by increasing the take-up tension at least four pounds, and perhaps two more pounds tension pull on the needle tension. The next step was to fit the welt guide holder block so that more adjustment would be given the welt guide, pitching it higher for tight integration of the welting. This firm is more than satisfied with the results.

Hermyle Golthier

## Tack Placement On Insoles

The two illustrations show satisfactory methods of correct tack placement on stuck-on rib insoles, such as the Prime, Eno, Clark, and others. The main idea of the insole is to reduce the cost of insoles, and also to make possible the use of material not suitable for a channeled insole. It is also true that some of these insoles do not even the thermoplastic coated strip applied after the rib has been stuck on.

So flexible a rib on a soft and yielding belly insole blank, or even paper, may easily become distorted in the welting operation when the proper tension is applied. Rather than reduce the tension and so weaken the insole for the subsequent operations of Rough Rounding and Goodyear Stitching, the two methods of placing insole tacks have been used with satisfactory results.



The insole with only four tacks is for those who feel the use of five tacks unnecessary. Yet, even here, note that the shank tack is not only to the left so that it enters through the canvas reinforcing or the first layer of canvas forming the rib covering. This helps the canvas to stick to the insole blank, and it also re-

Note also that this tack is placed up as closely as possible to the inside ball, where reinforcing is needed to withstand the tension pull of this weak part of the insole, a place where breaking away of the insole first shows up in returned shoes.

The insole illustrated with five tacks does a better job of so reinforcing the insole as to better withstand the Welting machine tension. The three tacks in the center of the insole are so placed not only to lend reinforcement to a potentially weak insole and rib but to support the inside and outside balls of the shoe during the Welting operation.

James Turner



**Use of sulphur and sulphuric acid to be limited in tanneries and other plants.** Washington sources say order now being prepared by National Production Authority, will be released Dec. 17 or 18. NPA action requested by Defense Production Administration to take effect Jan. 1.

**Essential plants using the two products will be cut to 90% of 1950 usage for first quarter 1952.** These same plants are now working at 100% of amount used in average base 1950 monthly period. However, Government reserve supplies have fallen 10% below this rate, necessitating new restriction. Actually, world requirements, based on needs of 28 countries, are 17% below demand. This is expected to fall to 18% in 1952.

**Army Quartermaster Corps now experimenting with new plastic shank piece for use in G.I. shoes.** Reason is Uncle Sam wants to save the steel used in present shanks to throw at prospective enemy. Result is American Optical Co. has developed plastic shank using 10 different compositions and Quartermaster will now make extensive tests. Results could prove highly significant to shank manufacturers.

**All signs point to increased minimum wage for shoe learners in 1952.** Betting is increase will amount to 3-5c per hour. Wage and Hour Division of Labor Department is presently holding "informal" meetings with labor unions and manufacturers. Object is to get reaction to tentative 5c figure. Figure selected by Wage Division strictly for discussion. Tipoff seen in 3c increase given learners in knitwear and cotton garment plants, 4c to seamless hosiery beginners. Even though each industry has own problems, 3-4c increases set a pattern in Government thinking.

**Glove manufacturers, despite recent influx of military glove orders, can probably look forward to little help from Government buying.** This is discouraging outlook in face of poor sales this season. Hard truth is that military services have heavy stock of leather gloves on hand, will buy only for immediate requirements in months to come.

**Another factor in picture is large Government orders for wool inserts for leather gloves rather than leather shells.** As National Association of Leather Glove Manufacturers points out, Government is probably stockpiling wool products, now believed at rock bottom prices. Washington purchasing agents afraid scarcities may develop later, force wool prices way up again. Thus, leather shells continue to be neglected.

**Big question today still concerns possible rollback on hide and skin prices.** OPS has sent out enough trial balloons to prepare industry for reduced ceilings. Latest is DiSalle memorandum to Joint Congressional Committee in which Price Administrator recommends lowered ceilings for hides and tallow. DiSalle proposes specific new ceiling of 10.5c per pound for tallow (down from present ceiling of 14.75c but above current market level of 7.87c). Specific new ceilings for hides and skins not mentioned but rollback is strongly recommended. Idea is to give consumers lower soap and shoe prices to compensate for higher beef prices—even DiSalle admits packers must get more for beef if hides and soap bring less.

**Bare possibility that OPS may back down before industry pressure.** All hide men and good many related industry executives protesting projected rollback vigorously. OPS now in precarious enough position, must fight for its very existence against gradually mounting opposition in Congress. Another factor in situation is coming presidential-election year. Administration may insist on rollbacks, practical or not, to garner more votes.

**Russia bragging again about prosperity of Soviet worker compared to other countries.** Trick is to single out some low standard country as basis for comparison. Example seen in Kremlin claim that average Soviet worker buys twice as many shoes as does Spanish worker in year. As London magazine, *The Economist*, points out, this is extremely convenient for Russia considering low standard of living in Spain. More pertinent, Russian worker buys three times less shoes than average American or British worker. This despite fact supply of shoes in Russia "has once again reached the prewar level."

# OPS ROLLS BACK HIDE CEILINGS

## HIDES REDUCED 5c; CALF AND KIP BY 18%

### Leather Ceilings Next On List

The Office of Price Stabilization took the first step in its new price controls program this week when it announced the long-expected rollback on domestic hide and skin ceiling prices.

Revision 2 to Ceiling Price Regulation 2, issued at presstime on Dec. 14, provided for the reduction of present ceilings on cattlehides by five cents per pound while lowering calf and kipskin ceilings by "about 18 percent," according to OPS.

The new order is effective on Dec. 19 but permits trading under present ceilings set by Revision 1, CPR 2, until Feb. 16, 1952. The ruling will not affect packers' present price lists since current market levels are well below both old and new ceilings.

Although the rollback on rawstock did not come as a surprise to the industry, OPS dropped something of a bombshell on tanners by adding that the hide price revision "will serve as a basis for reducing ceiling prices of leather." The Agency has scheduled a meeting with the Leather Industry Advisory Board in Washington on Tuesday, Dec. 18.

Government sources said OPS has drafted a tailored pricing order for leather which it will present to industry representatives at the meeting. Present indications point to a substantial reduction on finished leather ceilings now allowed under GCPR.

Reasoning behind the hide and skin rollback despite widespread industry protests was seen in OPS' statement that the revised ceilings on hides and skins and leather are "expected to prevent the necessity for late ceiling increases on shoes."

OPS officials have several times expressed their concern over retail shoe prices and have committed themselves to a policy of keeping these prices at least at current market levels. The agency has been more concerned over the possible necessity of granting ceiling price increases under the Capehart Amendment to shoe manufacturers and retailers than over any possible reduction of present ceiling levels.

Actually, the new hide price order does not affect current selling price levels of hides and skins which are

still listed well below the new reduced ceilings. For example, light native cows, currently selling at 23½-24 cents, are reduced from a ceiling of 36-37 cents to 31-32c. Heavy native cows, now bringing 19½ cents, are rolled back from a lid of 34 cents to 29 cents. Heavy native steers, priced nominally at 18 cents, drop from a ceiling of 33 cents to 28 cents. And so on, down the line.

In calfskins, the rollback would bring ceilings down from a high of 80 cents to approximately 65-66 cents. They are currently selling up to 38½ cents. The kipskin ceiling of 60 cents would fall to approximately 47-48 cents with current market levels at a top of 34 cents.

First reaction of the hide industry was that the rollback might prove harmful to the leather market at a time when leather sales were just beginning to reactivate. They pointed out how some packers were tending to hold back hide and skin offerings with the intention of trying to sell closer to the newly reduced ceilings.

If hide prices were to strengthen appreciably at this time with a consequent increase in leather prices, leather might lose considerable business just when it was becoming competitive pricewise with other shoe materials, hide men pointed out.

## GENERAL SHOE SALES SET NEW MARK

Net sales of General Shoe Corp., Nashville, Tenn., during the year ending Oct. 31, 1951, reached a volume of \$101,238,890, largest volume in the company's history, according to the annual report issued by chairman Maxey Jarman. Gross sales were reported at \$128,284,627.

Jarman attributed the increased volume to higher average price of products, considerable production of footwear for the military forces and to the acquisition of other retail companies during the year. Net sales in 1950 were \$84,441,016.

Jarman pointed out that earnings were lower than last year despite the greater volume. After provision of \$2,954,000 for income taxes, net for the year was \$3,570,939 against \$3,896,715 a year ago. Net earnings on net sales were 3.46 percent.

The company paid common dividends at the rate of \$2.50 per share for the fifth straight year.

## REPORT BAY STATE WORKERS ASK 10% HIKE

### Negotiations Continue On 1952 Contract

United Shoe Workers of America, CIO, is seeking a wage increase of 10 percent over present hourly rates for the coming year, according to trade reports. However, neither union nor management officials would confirm this figure.

Representatives of the union and the Shoe Manufacturers Board of Trade, which includes shoe manufacturers in Boston, Haverhill, Lynn, Salem, Wakefield and Beverly, are continuing negotiations for a new 1952 labor contract. The present contract expires on Dec. 31, 1951.

The union claims representation for some 11,000 to 12,000 workers employed in 60 New England shoe factories.

Neither manufacturers nor union has officially disclosed the terms it is seeking on the 1952 agreement. Angelo G. Georgian, territorial manager of United Shoe Workers, has admitted that the union is seeking wage increases under the wage stabilization program as well as other medical and insurance benefits.

Atty. Walter M. Espovich, counsel for the Shoe Manufacturers Board of Trade in Haverhill, has notified the union that wage increases cannot be granted under present industry conditions.

## Midwest Hide Men Back New Commission Rates

Members of the Midwestern Hide Brokers Association, at a luncheon meeting last week, voted unanimously in favor of adopting commission rates on a per pound basis in order to promote stability for both tanners and brokers.

Consensus of opinion was that non-receiving brokerage should be left at the ceiling of 40c cwt., but a receiving brokerage of 65c cwt. (when not in conflict with OPS regulations) would be needed to maintain past standards of service.

The Boston Brokers Association has already gone on record as wishing to make identical brokerage charges, starting on Dec. 10.

## 1950 SHOE OUTPUT REVISED TO 512 MILLION PAIRS

The Census Bureau finally released its twice revised figures on total 1950 shoe and slipper production. The discrepancy between its earlier figure of 491 million pairs and the latest revision to 512 million pairs was a surprising 21 million pairs. Where this extra pairage came from would take a little figuring.

Bulk of the increased pairage was listed under shoes, sandals and play-shoes which rose to a total of 448,844,000 pairs from earlier estimates of 432,280,000. Actually, most of the gain in this category was accounted for by women's shoes, originally listed at 218,113,000 pairs and now refigured at 230,443,000 pairs or 12,330,000 pairs additional.

Men's shoes showed a gain from 102,079,000 to 102,962,000 pairs over original totals or 883,000 pairs additional. Youths' and boys' shoes rose from 16,518,000 to 16,653,000 pairs, misses' from 31,057,000 to 32,195,000 pairs, children's from 27,890,000 to 28,701,000 pairs, infants' from 23,533,000 to 24,210,000 pairs and babies' shoes from 13,090,000 to 13,680,000 pairs.

Other additions were reported for athletic shoes, up to 3,644,000 from 3,615,000 pairs; slippers for housewearing, up to 55,536,000 from 51,597,000 pairs; and other footwear, at 4,350,000 to 3,423,000 pairs.

Compared with 1949 production, the new 1951 total showed a gain of approximately 37 million pairs or eight percent higher.

Women's shoes, sandals and play-shoes rose 21 million pairs or 11 percent over 1949 totals while men's shoes were up from 98 million pairs in 1949 to 103 million pairs in 1950, a gain of five percent. Youths' and

boys' shoes held their 1949 level at approximately 17 million pairs. Housewearing slippers rose from 55 million pairs in 1949 to 56 million pairs in 1950.

Shipments during 1950 totaled 509 million pairs valued at \$1,765,000,000, an average value per pair shipped at \$3.47. Average value in 1949 was \$3.46 per pair.

The Department of Commerce reported that final revised statistics were compiled from reports by 1,257 plants using conventional shoe machinery and classified in the shoe and slipper industries. Production for 1949 was also revised with the new total showing a gain to 475,593,000 pairs against slightly over 474 million pairs reported previously.

Below are revised figures for 1950 and 1949 along with original 1948 production totals.

### OIT Removes Hide Export Limitations

The Office of International Trade has removed quantitative limitations on licensed exports of imported wet cattlehides, buffalo hides, wet calf-skins and cattlehide parts in bonded warehouses, for which no consumption entry has been made.

Applications for licenses to export such imported hides and skins may be submitted to OIT at any time. Each license application must be accompanied by a certification that hides and skins are of foreign origin, imported into the U. S., that they are in U. S. bonded warehouses, and that no consumption entry has been made for them at a U. S. customhouse, OIT added.

## NEW YORK FOREMEN ELECT NEW OFFICERS

### Rosner Heads Uncontested Ballot

More than one hundred New York and Brooklyn shoe executives and allied tradesmen crowded into the South Oxford St. Clubhouse of the New York Shoe Superintendents' & Foremen's Association on Friday evening, Dec. 7th, to elect officers for 1952.

Since most of the candidates for the nine top positions had withdrawn from the ballot, the preferred slate was elected automatically on nine token ballots cast by the chairman of the three-man tellers committee, I. William Levy.

The 1952 officers are: Moe Rosner, president; Charles Dinolfo, 1st vice president; Jules Schneider, 2nd vice president; Al Sorace, 3rd vice president; Joseph Welsh, recording secretary; David Levison, financial secretary; Joseph Goldsmith, treasurer; Anthony Serino, trustee; and Matty Schwerens, sergeant-at-arms.

SFA members then proceeded to elect four Directors from a panel of nine candidates. They were Pat Pisano, Harry Levy, Irving Bederson and Hyman Glusker. Pisano, Levy and Bederson will serve three-year terms on the board of directors, while Glusker will fill a two-year vacancy created by the recent resignation of Charles Miska.

New officers of the shoemen's organization will be installed on Jan. 19th, 1952 at a special dinner and entertainment at the Hotel Granada in Brooklyn.

Moe Rosner, the newly elected chief executive, has been a member of the organization for nine years. He previously served as 1st vice president and member of the board.

## 1950 SHOE PRODUCTION ANALYZED

Kind of footwear	Production (thousands of pairs)			Percent of change, 1950 compared with 1949	Percent of production by type of outsole 1950		
	1950 (revised)	1949 (revised)	1948		Leather	Rubber and com- position	Other
<b>SHOES AND SLIPPERS, TOTAL</b>	<b>512,374</b>	<b>475,593</b>	<b>479,630</b>	<b>+ 8</b>	<b>52</b>	<b>42</b>	<b>6</b>
Shoes, sandals, and playshoes	448,844	414,711	425,268	+ 8	51	46	3
Men's	102,962	97,844	105,358	+ 5	55	45	.....
Youths' and boys'	16,653	16,869	17,265	— 1	6	93	1
Women's	230,443	208,501	205,302	+11	52	44	4
Misses'	32,195	29,251	30,537	+10	26	73	1
Children's	28,701	25,775	28,373	+11	39	59	2
Infants'	24,210	22,829	23,250	+ 6	84	15	1
Babies'	13,680	13,642	15,183	.....	87	2	11
Athletic shoes	3,644	3,193	3,962	+14	86	14	.....
Slippers for housewearing	55,536	54,735	47,632	+ 1	54	17	29
Other footwear	4,350	2,954	2,768	+47	56	37	7

## NORTH AMERICAN FOREMEN ELECT DAUB

### Group Discusses Causes of Poor Sales

Milton Daub of Kitchener was elected president of the North American Shoe Superintendents' and Foremen's Association at the group's annual convention held recently at the Walper Hotel, Kitchener, Canada.

Other officers named at the two-day meeting were Larry Engel of New York, vice president; Andre Maranda of Montreal, secretary; Harry Travell of Kitchener, Canadian treasurer; and Joseph Goldsmith of New York, United States treasurer. Goldsmith, Al Hyatt of Montreal and Fred Greene of Toronto were named trustees.

At the forum highlighting the convention, industry leaders discussed the various reasons for the sales slump experienced by the shoe industry in the latter half of 1951.

Fred Payne of Toronto, executive vice president of the Canadian Shoe Retailers, cited high inventories in Canadian retail shoe stores as a contributing factor in generally poor sales at the manufacturers' level.

Other members of the Forum of which Richard Hermansen, editor of *Leather Life*, was chairman, included Hyatt, A. M. Pettit of Galt, and Phillip Duggan of New Toronto. All agreed that the high cost of living and consumer price resistance had been a factor in the sales slump.

Joseph H. Lang, chairman of the board of John A. Lang & Sons, Ltd., Kitchener, was presented with an honorary life membership in the Association. Presentation was made by Arthur Schell.

Guest speaker at the annual banquet was Dr. Benjamin Kauth, founder of the American Foot Care Institute. Kauth cited the high incidence of foot troubles in the U. S.,

said that 79 percent of all adults in the country suffered from minor or major foot disabilities. "One man of every three complains about his feet," he declared.

The foot specialist advocated well-made and well-fitted leather shoes rather than corrective shoes in combating ordinary foot troubles. Leather, he said, was the ideal material for use in shoes.

### Winslow Norwood Tannery Sold

Property of Winslow Bros. & Smith Co., in Norwood, Mass., has been sold to an unidentified corporation, according to a report published in the *Norfolk County Free Press*, weekly newspaper. The tannery has been closed since last Sept.

Purchase price was not revealed although the property has been advertised at a sale price of \$493,000 in recent months. There was no intimation that the new owners were considering any sort of leather manufacture although they will have some 600,000 ft. of floor space, 67 acres of land, a huge supply of soft water and railroad facilities.

### Boston Shoe Club To Hold Xmas Party

The Boston Boot and Shoe Club will hold its annual Christmas party on the evening of Wednesday, Dec. 19, at the Hotel Statler, Jack Sandler, president of the Club, announced this week.

The party will feature the usual excellent dinner followed by a five-act stage revue. Orchestra leader Sammy Eisen will be master of ceremonies. In addition, the Meistersingers Glee Club, led by Joseph W. Holmes, president of United Last Co., Boston, will offer a program of Christmas Carols.

Chairman of the Entertainment Committee for the meeting is Club vice president Charles Slosberg of The Green Shoe Mfg. Co., Boston.

## BROCKTON UNION ASKS FRINGE BENEFITS

### Manufacturers Hit Wildcat Strikes

Members of the Associated Shoe Industries representing shoe and allied manufacturers in the Brockton, Mass. area, have rejected demands made by the Brotherhood of Shoe and Allied Craftsmen, independent union, for fringe benefits increases amounting to four and one-quarter to seven percent of yearly payrolls.

In recent meetings, the union, which represents some 6,500 workers in 50 plants, has asked for three additional paid holidays, increased sickness and health benefits, and a hike in minimum pay rates from 87 to 90 cents per hour.

In an exclusive interview with *LEATHER AND SHOES*, president Earle F. Snow of the BSAC said the union was fully aware of manufacturers' problems at this time and was not demanding any outright hourly wage increases. Snow added that the union would cooperate with manufacturers as much as possible in negotiating a new contract.

Employment in Brockton area shoe factories has been hard hit during recent months, particularly with the falling off of men's military shoe contracts in Brockton plants.

### NEW MAINE SHOE FIRM

Opening of Passamaquoddy Shoe Corp., northernmost shoe factory in the U. S., at Quoddy Village, Eastport, Me., has been announced for Monday, Dec. 17, by Benson Flanzbaum, president of the new firm.

The company will manufacture men's pre-welt footwear, Flanzbaum said. Production goal is set at 600 pairs per day with between 100 to 125 workers. Other officers include Richard Flanzbaum as clerk.

**Leather—"tailored" to specific requirements**

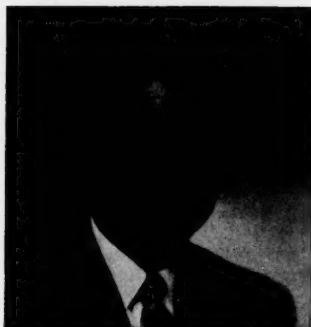
**STRAP CASE BELT NOVELTY**  
**INSOLE PUMP TEXTILE WELTING**

**Quality First**

**McADOO & ALLEN WELTING CO.**

**QUAKERTOWN, PENNSYLVANIA**

### New Ad Manager



Carlton H. Gilbert, appointed to the newly-created position of advertising manager of United States Rubber Co., New York. The announcement was made by T. H. Young, director of advertising. Gilbert has had 24 years of experience in advertising and served as sales promotion manager and advertising manager of the firm's footwear division. He is a graduate of Dartmouth College. He will assume his new duties on Feb. 15, 1952.

### OFFER NEW LINE OF NYLON SHOE THREADS

Heminway & Bartlett Mfg. Co., New York has announced the development of a new complete line of nylon shoe threads which will be marketed under the registered trade name of "Nylshu." The announcement was made this week by C. Duane Houk, sales manager.

The company claims that the high resistance of nylon thread to abrasion combined with strength and elasticity result in longer-lasting seams and fewer returns to the manufacturer.

The new line is recommended for stitching of uppers in closing, tipping and vamping operations, particularly in the manufacture of stitch-downs. Its use in inseaming assures welts without grinning seams and high flexibility, Houk said. High strength and compactness allow the use of shallower channels, thus giving the welts maximum strength.

Advantages of the "Nylshu" line include low moisture transfer, good wax pickup, and high resistance to body chemicals. Nylon running threads in bobbins have proven adaptable for use on Littleway Lock-stitch and Goodyear ORL machines,

### CAULFIELD AND BOSS JOIN HOWES LEATHER

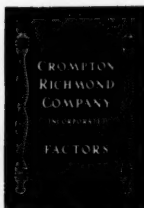
Howes Leather Co. of Boston, long one of the nation's larger sole leather tanners, gave notice this week it was expanding its comparatively new upper leather department. The company announced it had obtained the services of James J. "Buddy" Caulfield and Gus Boss, both formerly associated with Irving Tanning Co., Boston upper leather tanner, as sales manager and superintendent of its upper leather division.

Caulfield has been sales manager of the Irving firm and a familiar figure in its Boston offices for many years while Boss has been superintendent of the company's Hartland, Me., tannery.

Boss will be in charge of Howes' upper leather plant in Cincinnati (purchased from the former The American Oak Leather Co.) while Caulfield will work from the Boston offices. Howes will make various grades of upper leather for both high and popular priced shoes.

according to Houk. No special machine adjustments beyond minor tension changes are required.

## LIQUID DIET



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## MILITARY BIDS AND AWARDS

### Boot Laces

**December 17, 1951**—QM-30-280-52-NEG-83, covering 216,000 pairs of boot laces, spun nylon, black, 60" long. Opening in New York at 1:00 p.m., for the Army.

### Women's Shoes

**December 27, 1951**—Navy Invitation No. 9872, covering 13,200 pairs women's white dress pumps. Opening at 2:00 p.m. in New York with delivery to Brooklyn Naval Clothing Depot at 50 percent within

60 days of contract award and balance within 90 days.

### Gloves and Mittens

**December 27, 1951**—Invitation No. F-54,242, issued by Aviation Supply Office, Philadelphia, covering the following items: Items 1-6—19,794 pairs of aviators' leather gloves, summer, 5 fingers, natural color chrome tanned, sizes 8-10½; Items 7-8—2,088 pairs arctic mittens, M-1949, with nylon oxford gauntlet, Type II; sizes large and medium; Items 9-10—2,100 pairs mitten inserts, trigger finger, sizes large and medium. Delivery at 30 to 180 days after date of contract.

### Tallow

**December 27, 1951**—Army Invitation QM-30-280-52-736, covering 3,969,280 lbs. tallow, inedible, 100 percent export pack. Opening at 3:00 p.m. in New York. Delivery must be completed not later than Feb. 29, 1952. Bidder must indicate shipping port. For civilian supplies in Korea.

### Women's Gloves

**January 7, 1952**—QM-11-009-52-737, covering 27,300 pairs women's leather gloves, brown, shade 64, Spec. MIL-G-2050, dated Feb. 28, 1950. Delivery from April through July, 1952, f.o.b. Philadelphia. Opening at Chicago Quartermaster Offices.

### OPEN LAST BIDS

Vulcan Corporation, Cincinnati, O., was low bidder at the opening of Navy Invitation No. 9869—calling for 25,000 pairs lasts—offering to supply the total quantity at \$3.09, 30 days acceptance, 2% in 30 days. There were twelve other bidders:

George E. Belcher Co., Stoughton, Mass.; 15,000 pr. \$3.15; 20 days acceptance, net.

North Shore Last Corp., Lynn, Mass.; 5,000 pr. \$1.15; 60 days acceptance, 1% in 20 days. (NOTE—a North Shore representative present at the opening acknowledged that the \$1.15 price cited was a mistake, but there was no way to make a change at that late time.)

Sterling Last Corp., N.Y.C.; 7,500 pr. \$3.60; 60 days acceptance, net.

Arnold Bros. Co., East Weymouth, Mass.; 15,000 pr. \$3.20; 60 days acceptance, 2% in 30 days.

Leader Last Co., Beverly, Mass.; 10,000 pr. \$3.34; 60 days acceptance, 2% in 20 days.

D & W Last Corp., North Revere, Mass.; 5,000 pr. \$3.43; 20 days acceptance, net.

Jones & Vining, Inc., Brockton, Mass.; all \$3.43; 60 days acceptance, 3½% in 30 days.

McNichol & Taylor Corp., Saugus, Mass.; 5,000 pr. \$3.26; 30 days acceptance, 2% in 30 days.

Morton Last Co., Inc., Cincinnati, O.; 9,000 pr. \$3.294; 60 days acceptance, net.

United Last Co., Boston, Mass.; 12,000 pr. \$3.18; 60 days acceptance, 2% in 20 days.

F. W. Stuart Co., Inc., Beverly, Mass.; 10,000 pr. \$3.17 (Minimum of 25 pairs on any one size) 60 days acceptance, 3% in 30 days.

Western Last Co., St. Louis, Mo.; 5,000 pr. \$3.40; 30 days acceptance, 2% in 30 days.

# Campello Shanks

MAKE GOOD SHOES BETTER



SOLD WHEREVER BETTER SHOES ARE MADE

CAMPELLO 69, MASSACHUSETTS

## OPEN HORSEHIDE BIDS

Teetz-McCade Leather Corporation, Johnstown, N. Y., and Norwich Leather Co., Norwich, Conn., were low bidders at the opening of Army Invitation QM-30-280-52-533. Teetz-McCade bid low on item 1—271 horsehide fronts, offering to supply all at .39 per sq. ft.; Norwich bid low on item 2 — 200 backs skirting leather, offering the total quantity at .334 per sq. ft. There were ten other bidders:

Caldwell Lace Leather Co., Auburn, Ky.; 2) \$.95; 60 days acceptance, 2% in 10 days, 1% in 20 days.

Chas. A. Schieren Co., N. Y. C.; 2) \$.93; 60 days acceptance, 1% in 10 days.

Sonoma Leather Co., Santa Rosa, Cal.; 2) grade "C" \$.785; 60 days acceptance, 1% in 20 days.

Hess and Hopkins Leather Co., Rockford, Ill.; 2) \$.965; 60 days acceptance, net.

Geo. Laub's Sons, Buffalo, N. Y.; 2) \$13.81 per back; 60 days acceptance, net.

Fred H. Loewenstein, Inc., N.Y.C.; 1) \$.50; 2) \$.97; 60 days acceptance, net.

A. L. Gebhardt Co., Milwaukee,

Wisc.; 1) \$.4175; 2) \$.895; 60 days acceptance, net.

Fidelity Leather Sales Co., Salem, Mass.; 1) \$.682 per front; 60 days acceptance, net.

William Warne Leather Co., Montrose, Cal.; 1) \$.852 per front; 2) \$.19.00 per back; 60 days acceptance, 2% in 30 days.

Colonial Tanning Co., Inc., Milwaukee, Wisc.; 1) \$.45; 60 days acceptance, 2% in 30 days.

Arthur Brown & Bros., Inc., N.Y.C.; 1) \$10.24 per front; 2) \$18.88 per back; 60 days acceptance, net.

## DOYLE LOW ON NAVY BID

Doyle Shoe Co., Brockton, Mass., was low bidder at the Dec. 11 opening of Navy Invitation No. 13—249-996 pr. men's low quarter black shoes — offering to supply 21,000 pr. at \$4.79; 29,000 pr. at \$4.84; and 30,000 pr. at \$4.89; terms, 1/10 of 1% in 30 days, 20 days acceptance. There were twenty-one bidders in all. The nine other low bidders follows:

The Hanover Shoe Co., Hanover, Pa.; 60,000 pr. \$.482, or 70,000 \$.485, or 80,000 \$.487, or 85,000 \$.489, or 90,000 \$.491, or 95,000 \$.493, or 99,866 \$.495; 30 days acceptance, net.

J. F. McElwain Co., Nashua, N. H.; all \$.484; 60 days acceptance, net.

E. J. Givren Shoe Co., Rockland, Mass.; 40,000 pr. \$.484; 30,000 pr. \$.497; 20,000 pr. \$.5095; 60 days acceptance 1/9 of 1% in 10 days.

Endicott-Johnson Corp., Endicott, N. Y.; 100,008 pr. \$.488; or 200,004 pr. \$.508 or all \$.518; 10 days acceptance, net.

Hubbard Shoe Co., Rochester, N. H.; 36,000 pr. \$.499; 10 days acceptance, 1/10 of 1% in 10 days.

Craddock Terry Shoe Corp., Lynchburg, Va.; 60,000 pr. \$.516; 10 days acceptance, 1/10 of 1% in 30 days.

General Shoe Corp., Nashville, Tenn., all \$.518; 10 days acceptance, 1/10 of 1% in 10 days.

International Shoe Corp., St. Louis, Mo.; 100,000 pr. \$.543; 149,996 pr. \$.565; 20 days acceptance, net.

Diamond Shoe Co., Marlboro, Mass.; 50,000 pr. \$.535; 60 days acceptance, net.

• **David Hess** has announced his withdrawal from Gitterman & Co., New York, as of Nov. 30. Hess has disposed of his interests in the firm and has opened temporary offices at Room 721, 47 West 34th St., New York, where he will continue his activities as a distributor of shoe fabrics.

***We are pleased to announce to all users of  
Cemented Foam-Crepe Heels and Soles . . .***

## **Our Latest Models**

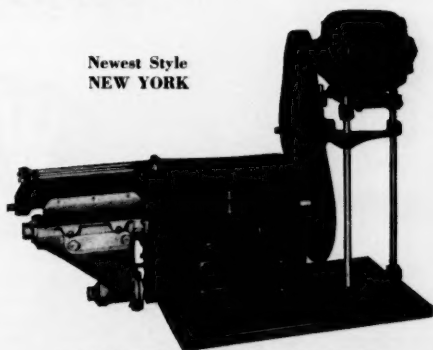
### **NEW YORK SOLVENT and BOSTON LATEX CEMENTERS**

Three Complete Operations with One Machine:

1. Cement heel sections of any Foam-Crepe sole and just as—
2. Quickly cement soles with any angle heel.
3. After the heel has been attached to the sole, these cementers also apply cement to the combination regardless of the heel height.

*Order one or more of these cementers NOW!*

**Newest Style  
NEW YORK**



**WEDGE HEEL and SOLE CEMENTER**

**BOSTON MACHINE WORKS CO.**  
LYNN MASS. U.S.A. C.

#### **BRANCH OFFICES:**

Dallas, Texas

Whitman, Mass.

Columbus, Ohio

Chicago, Ill.

Kitchener, Ont.

South River, N. J.

Johnson City, N. Y.

Cincinnati, Ohio

Milwaukee, Wis.

St. Louis, Mo.

Los Angeles, Cal.

## Deaths

### Lionel M. Hoffman

... shoe manufacturer, died recently at his home in Montreal, Canada, after a short illness. Well known in the Canadian footwear industry, Hoffman had retired from active business several years ago. A native of Germany, he came to Canada at an early age and began his career as a messenger boy for a former shoe manufacturing firm. Later he went into business for himself and moved to Windsor, Ont., for several years. Returning to Montreal, he became associated with a number of shoe firms, including Nathan Cummings, Ltd., and the British Rubber Co. of Canada.

### John F. Segelcke

... chemical manufacturing executive, died suddenly on Dec. 1 at his home in Teaneck, N. J. He was sales manager of the Organic Acids and Plasticizers Department of American Cyanamid Co.'s Industrial Chemicals Division. Segelcke joined Cyanamid in 1921. He was a member of the Synthetic Organic Chemical Manufacturers Association of the United States and a member of the Phthalic

and Maleic Anhydride Industry Advisory Committee of the National Production Authority. His wife, Josephine, survives.

### S. I. Reed

... 80, of the S. I. Reed Co., Chicago, died recently at West Suburban Hospital, after a year's illness. Reed was born at Troy, N. Y. The S. I. Reed Co. was founded in 1897 and dealt in imported leathers. He is survived by his wife and son, Donald I. Reed, in the U. S. military service.

### Frank Belz

... 74, retired tanner, died unexpectedly on Dec. 9 at his home in West Los Angeles, Cal. A veteran of the tanning industry, Belz had been president of Pfister & Vogel Tanning Co., Milwaukee, Wis., at the time of his retirement in 1949. A native of Milwaukee, he joined Pfister & Vogel early in his career and represented the firm's sales department in Chicago for 30 years. He moved to Milwaukee in 1931 as vice president in charge of sales, a position he held until being elected president in 1947.

Belz observed his 50th anniversary with the company on June 6, 1946, a few months before he took over the presidency. He was active in Chicago

## WHOLESALE SHOE SALES STILL GAINING

Dollar sales of shoe wholesalers during Oct. continued to show increases over the previous year, according to latest reports from the Census Bureau.

Sales reports of 38 large footwear wholesalers were valued at \$28,937,000 for Oct., a gain of seven percent over Oct. 1950, the Bureau reports. However, Oct. 1951 sales were 16 percent less than in Sept. of this year.

Sales in the first 10 months of 1951 showed an increase of fully 18 percent over the comparable period last year. These figures were for dollar sales rather than units which, based on a price increase averaging 10 percent, were about equal with a year ago.

Oct. 1951 inventories were reported as two percent less than in the preceding month but some 48 percent above Oct. 1950 end-of-month inventories, according to reports from 33 wholesalers.

Masonic orders and travelled a great deal. Surviving are his wife, Selma; and two daughters, Mrs. Ruth Studley and Mrs. Viola Huckins.

(Other Deaths on Page 34)

**JUST AS YOU  
LIKE THEM**

- 1 with HIGH COVERING POWER
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## LEATHER SALES IMPROVED: BUYING STILL ON DAY TO DAY BASIS

### *Tanners Report Shoemen Show Little Interest In Forward Commitments*

Sole leathers little improved. Splits and sides do steady business. Kid moving. Lower grade calf doing brisk business. Sheep steady.

#### **New York Markets**

**Upper Leather:** Some tanners have noted a steadying to the market. Business at 46c and down for large spread elk not great "shakes" for volume but there is a week-to-week trading going on. Others find things slow and that they have price resistance to 46c and down for large spread elk. Lower prices heard in some quarters as 44c and 42c and down.

Shoe factories here received some business at recent shoe show and though it was mostly for winter shoes, they feel that Jan. should see spring orders pick up. Inventories at retail and in hands of manufacturers should be down from summer but there are still some stocks to move before a full revival of business. However, there is less pessimism in the market.

**Calfskins:** Better business lately with orders coming in from high grade shoe factories at \$1.00 and down on suede and 90c and down for smooth, all women's weight calf. Of course, the volume business is in the lower priced grades, in the 60's and below, but the high grade factories are buying. Few factories are ordering very far ahead and best business is on leather for immediate use.

**Sole Leather:** Some tanners find sales better in certain types of sole leather, mostly in double rough shoulders for both welting and men's waist belting. In fact, it looks as if waist belt manufacturers waited until the last minute and right now they are ordering today for delivery yesterday. Double rough shoulders for welting priced here up to 66c and on the men's waist belt runs up to 73c depending on tannage, etc.

Bends generally slow but some report activity. The 9/10 iron weights are from 58c to 62c as to tannage, etc., mediums around 65c and lights up to 75c. Bellies remain slow with

steers up to 30c and cows up to 28c with lower prices heard all depending on tannage, etc.

**Flexible Bend Splits:** This market is also slow with prices mixed as to quality, etc. Most 5/6 iron stock around 45-46c and 6/7 iron around 48-50c. Some report difficulty in locating supplies of 5/6 iron splits but other manufacturers say they have plenty on hand. The above prices are for good tannages made from big packer hides. Others can be had at less.

#### **Sole Same**

Nothing new on Boston sole leather market. Tanners still waiting for increase in volume, struggle along as best they can now. Actually, the situation varies a bit from tanner to tanner, with some reporting better business than others. Overall, volume is no better.

Result is, tanners must still try to hold prices as steady as possible, a difficult task in face of continued pressure on heavy hides and leathers. The burden falls directly on heavy bends which tanners try to hold as near 62c top as possible. However, interest is well below this and tanners are willing to talk business.

Medium bends do a little better at 70c and down, mostly down. Mere fact that tanners dislike quoting prices for publication shows they are having difficult time here. Bends, 8-9 iron, have trouble getting 69c. As usual, light bends do best interest, encounter least price resistance, remain in shortest supply. Lists around 80c and down but actual sales generally at 78c and below.

Sole leather tanners of Philadelphia find business has definitely improved. Sharp decline in leather prices has resulted in potential buyers turning from synthetics and showing a renewed interest in leather. This has occurred in both factory and finding leathers.

Prices still extremely variable. One tanner mentioned that some of the prices he has read as current market prices, are utterly fantastic. He said that tanners still cannot quote a price they know will remain stable for any length of time.

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### Offal Weaker

Sole leather offal market in Boston shows no improvement this week despite better all-around interest in leathers. Tanners say their market is weaker if anything although list prices unchanged. This means most business is hand-to-mouth buying for immediate delivery. Buyers place orders only when they need leather and after they have done considerable shopping.

As in recent weeks, larger tanners fight against cutting prices, feel that immediate military buying prospects warrant a holding of price line. How-

ever, long range prospect here not good as military buying expected to drop off in coming months. Right now, tanners looking forward to influx of buyers seeking leather for recent army and navy orders.

Steer bellies still quoted at 30c and down but the business is at 28c and down. Much price resistance here. Cow bellies quoted at 28c but selling range is down to 25c. Single shoulders remain slow, difficult to quote. Best advices on lights with head off around 62c.

Double rough shoulders report heartening pickup. Sales continue

in low and middle 60's for welting stock; high 60's for men's waist belts. Heads slow at 20-25c range. Fore-shanks scarce but more slowing at 20-24c; hind shanks sluggish at 24-25c.

### Calf Active

Calf leathers doing about the best business on Boston market according to larger tanners. These say they are fairly well satisfied with present volume although still plenty to be desired. Actually, bulk of business for early delivery with no large forward commitments made.

Despite stronger skins market, tanners content to hold finished leather prices at present levels. For one thing, there is little forward buying and tanners are selling leather tanned from skins they bought at much lower prices. Replacement costs do not worry tanners too much as yet.

For one thing, they no longer have large backlogs of stock on hand. Also, they are convinced they can continue to do business at present leather prices. With shoemen able to buy calf low enough to put into \$10.95 men's shoe lines, tanners feel they should hold onto their customers.

Both men's and women's weight smooth leather moving. Latter slightly more active. Best sales still at 50-65c. Better grade men's bring 90c and down although some tanners ask more. High quality women's weights bring 85c and down with some tanners quoting a few cents more. Suede fair at \$1.00 and down.

### Kid Fair

Philadelphia kid leather tanners find business continues fair. Glazed still selling in colors. There is no special emphasis on any particular color and some tanners are processing as many as 54 shades, mostly against orders. However, even in the colored glazed, demand is mostly for grades running 60c and down. The higher priced leather is not going over too well.

White quite slow but many tanners feel it will find its place among bright colors and pastels for Summer shoes. Suede, while slower than glazed, is selling to some degree in black. No white suede in evidence at the present time.

Slipper extremely slow. Some tanners said it was so slow this season that they did not expect to see any leather slippers on the shelves of stores; but they were there, apparently made up from high inventory.

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However, no replacement buying has been done at all.

Most tanners report crushed as dead. Not too much reported on linings. Most colored glazed kid will probably go into unlined shoes, so that the outlook for linings isn't too good. Satin mats reported as dead.

All tanners sticking to price lists as far as publication and quotation is concerned; however, they do sell at lower prices if considered feasible.

#### Average List Prices

Suede 45c-95c  
Glazed 35c-\$1.05  
Linings 30c-60c  
Slipper 35c-70c  
Satin mats 69c-\$1.20  
Crushed 35c-80c

#### Sheep Fair

Boston sheep leather tanners report business about the same. Sales mostly for immediate needs; prices fairly firm and about same as they have been for months. Because pickle skin market has shown little indication of weakening, tanners cannot afford to bargain much on leather prices.

Best business on russet boot linings at 28-30c although these can be had down to 25c. Shoe linings moderate at 25c and down. Not much doing in colored vegetable linings at 26c and below. Chrome does some business at 29c and down; very little above this. Hat sweat out of season.

Garment sheep still waiting for new season to start. There is some business in garment suede at 29c and below with not too much price resistance here. Another story on garment grains, still held at 25c. Coat manufacturers claim they cannot pay above 23c. On other hand, tanners say they much charge 25c to get replacement costs. Much depends on what happens when New Zealand pickle skin market opens in few weeks. Also, whether horsehide markets continue to weaken.

#### Sides Spotty

A good volume of business reported by some side leather tanners in Boston this week. Others not so active. Reason is military orders have kept some tanners busy; others not so busy. Of course, pressure

continues on heavy leathers while tanners can usually hold the line on lighter leathers. Most buying is for early delivery.

Bulk of business naturally in Army retan leathers this past week. Large military boot orders have brought leather buyers into market. Sales made at 45-42c and down. There is also good interest in large spread elk at 46-45c and down; a good indication that shoe manufacturers are getting business. Extremes bring 52c and down. Heavyweight combination tanned extremes bring 54c and down.

#### Splits Same

Not too much doing in splits, say Boston tanners. Prices are competitive enough to draw buyers but orders are only for need. However, tanners say need is there and spring business must come soon in good volume. Heavyweight men's suede splits still active at 47-45c; women's lightweights less active at 41c and down. Latter fair in high colors. Linings fair at 20c and below. Work shoe brings some orders at 28c and down.

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Chicago 22, Illinois

## Belting Slow

Belting leather tanners in Philadelphia find business quite slow, and expect it to remain so for rest of year. This is a traditionally quiet period every year, as no one wants to run up inventories.

Few sales made are at prices which depend on immediate circumstances. Shoulders, while not selling to curriers, are going to welting men. Prices in the 60's—that is as definite as tanners will get. The general price drop does not stimulate business as one tanner stated, "no one buys on a declining market."

Curriers say business extremely slow; they, too, do not look for improvement until after turn of the year. Even though price lists dropped officially last week, actual sales are often made on prices below even the new lists. Most of the time, if curriers can replace for the prices they are getting, they will sell. These sales are small, and mostly material the customer needs at once. Curried shoulders practically dead.

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Hans Rees' Sons of New York announced this week that it is reducing its ceiling list of Jan. 15, 1951 by 10 percent on all poundage leathers and 10c per sq. ft. on all footage leathers, effective Dec. 3 on all new orders.

### AVERAGE CURRIED LEATHER PRICES CURRENT IN PHILADELPHIA

Curried Belting	Best Sele.	No. 2	No. 3
Butt bends	1.42	1.37	1.32
Centers 12"	1.73	1.62	1.48
Centers 24"-28"	1.67	1.61	1.47
Centers 30"	1.61	1.36	1.46
Wide sides	1.32	1.28	1.21
Narrow sides	1.26	1.22	1.16

Premiums to be added: extra light plus 14c; light plus 10c; extra heavy plus 10c.

## TANNING MATERIALS

Buying interest in Raw Tanning Materials continues on "as needed" basis and the market is quiet. Tanning Extracts unchanged. Lack of vigorous demand for Tanning Oils only barrier to advanced prices, based on limited quantities of some raw oils.

Divi Divi Col., 42% basis shipment, bag	\$ 85.00
Divi Divi Dom., 46% basis ship't, bag	\$ 95.00
Wattle bark, ton	
"Fair Average"	\$104.00
"Merchantable"	\$102.50
Sumac, 28% leaf	\$140.00
Ground	\$135.00
Myrobalans, J. 1's	\$52.00
Crushed 76.00 J. 2's	\$45.00
R. 1's	\$52.00
Valonia Cups, 30-32% guaranteed	\$70.00
Valonia Beards, 42% guaranteed	\$89.00-\$90.00
Mangrove Bark, 30% So. Am.	\$52.00
Mangrove Bark, 35% East African	\$80.00

### Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	4.25
Barrels, c.l.	5.10
Barrels, l.c.l.	5.42
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l.	10.92
Bags, l.c.l.	11.65
Cutch, solid Borneo, 55% tannin, plus duty	.08
Gambier Extract, 25% tannin, bbls.	.09 1/2
Hemlock extract, 25% tannin, tk. cars f.o.b. works	.0625
Bbls., c.l.	.06 3/4
Oak bark extract, 25% tannin, lb. bbls. 6 1/2-6 3/4, tks.	.06 1/4
Quebracho extract	
Solid, ord., basis 63% tannin, c.l. plus duty	1 31/64
Solid clar., basis 64% tannin, c.l.	12 3/16
Liquid basis 35% tannin, bbls.	"
Ground extract	"
Wattle extract, solid (plus duty)	.11 1/2
Wattle extract, solid (plus duty) East African	.11
Powdered super spruce, bags, c.l. .05 1/2; l.c.l.	.05 1/2
Spruce extract, tks., f.o.b. wks.	.01
Powdered valonia extract, 63% tannin	.9 1/2-.9 3/4
Myrobalan extract, solid, 55% tannin	.10
Myrobalan extract, powdered, 60% tannin	.10 1/2
Valonia extract, powdered, 63% tannin	.9 1/2-.9 3/4

### Tanners' Oils

Castor oil, No. 1 C.P. drs. l.c.l.	36 1/2
Sulphonated castor oil, 75%	34 1/2
Cod Oil, Nfd., loose basis	1.40
Cod, sulphonated, pure 25% moisture	.16
Cod, sulphonated, 25% added mineral	.14
Cod, sulphonated, 50% added mineral	.13
Linseed oil tks., c.l. zone 1	.197
drums, l.c.l.	.207
Neatsfoot, 20" C.T.	.37
Neatsfoot, 30" C.T.	.35
Neatsfoot, prime drums, c.l.	.20
l.c.l.	.20
Neatsfoot, sulphonated, 75%	.21 1/2
Olive, denatured, drs. gal.	2.80
Waterless Moellon	.18
Artificial Moellon, 25% moisture	.16
Chamois Moellon, 25% moisture	.16
Common degras	.14 1/2
Neutral degras	.27 1/2-.29
Sulphonated Tallow, 75%	.15
Sulphonated Tallow, 50%	.9 1/2
Sponging compound	.13
Split Oil	.13
Sulphonated sperm, 25% water	.18 1/2
Petroleum Oils, 200 seconds visc., tks., f.o.b.	.17
Petroleum Oils, 150 seconds visc., tks., f.o.b.	.18
Petroleum Oils, 100 seconds visc., tks., f.o.b.	.14
Sponging compound	.15



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## HIDE MARKETS CONTINUE STRONGER BUT BUYING IS RESTRICTED

### Better Interest Reported In Lightweight Brackets In All Markets

At the beginning of the week, markets for hides and skins opened with a steady to firm undertone. Heavier hides were steady and in the New York market sales of heavy branded steers at 17c for butts and 16c for Colorados indicated unchanged levels. However, as the week progressed, more demand developed and numerous bids for heavy hide selections were made at steady prices.

On Wednesday, heavy native cows advanced a half-cent on sales of a good volume at 19½c from various river points. Branded cows also advanced one-half cent on sales of northerns also at 19½c. River heavy cows and northern branded cows usually bring the same price at this time of year as both types of hides are suitable only for sole leather outlets. However, there is some interest for lighter average weight branded cows for upper leather purposes and buying of lighter (50 lb. avg.) Kan-

sas City branded cows at 20½c and Ft. Worth-Oklahoma City branded cows of even lighter average at a half-cent advance or 23c was attributed to upper leather requirements.

Branded cow trading tended to reveal that demand is becoming more selective. Analysis of the light cow situation supported this contention. For example, Milwaukee light cows have been difficult to move at 23½c because productions from this point run very thin and spready. At the same time, St. Paul light cows running comparatively free of grubs in demand at 24c. Buyers were willing to reach a half-cent on other river points where productions of light cows run a little lighter average.

Very light average Ft. Worth light cows selling at 30c this week registered another half-cent advance, buyers showing good interest for light plump stock. It was evident that lighter hides were firming up at

most points with advances paid for certain productions widening a spread in values compared with other points.

Same pattern of selective demand apparent in small packer and country hide markets. In the former, there was a good demand for choice quality, plump, light average weight hides. Even medium average weight productions had a better call with slight advances paid here and there for very desirable raw stock.

While the lighter end of finished and raw stock markets seemed to be in best position, the heavy end still dragged along. Regarding heavy hides, buyers were not aggressive in small packer and country markets, pointing out that quality is seasonally declining, hides running grubbier in most sections, long haired, and having more manure.

Calf and kip skin markets continue to show a firmer undertone. Big packers pretty well sold up to the end of Nov. with the exception of one killer who has been unwilling to offer any skins for some time. More interest in collector and small packer skins with slight advances paid for certain desired lots.

### HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago	Ceilings				
Heavy native steers .....	18N	18N	20	34	-34½	28			
Light native steers .....	25N	25N	23	38		31½			
Ex. light native steers .....	27½N	27N	25	40½N		34			
Heavy native cows .....	19½-20N	19	-20½N	21	35	-35½	29		
Light native cows .....	23½-25N	23½-24½	23½-24½	37½-38	31	-32			
Heavy Texas steers .....	17N	17	19N	37½		25			
Butt branded steers .....	17N	17	19N	37½		25			
Light Texas steers .....	23N	23	21N	36		29½			
Ex. light Texas steers .....	25N	25N	23N	38N		32			
Colorado steers .....	16N	16	18N	31		24½			
Branded cows .....	19½-23	20	-22	21	-23½	34½-35	28		
Native bulls .....	15½	15	17	25	-25½	19			
Branded bulls .....	14½	14	16	24	-24½	18			
Packer calfskins .....	36	-38½	36	-37½	40N	58	-60	65	-66
Packer kipskins .....	30	-34	29	-34	35N	60			47

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### Packer Hides Stronger

Carry-over business involved light native cows, about 3,500 St. Pauls selling at 24c,  $\frac{1}{2}$ c higher than last activity, but figured to be a grubbing proposition. At the same time, Chicagos sold at 23 $\frac{1}{2}$ c, showing a steady picture.

Later business involved heavy native cows at 19 $\frac{1}{2}$ c, branded cows (Northerners) at 19 $\frac{1}{2}$ c, both  $\frac{1}{2}$ c up, and some light average branded cows at 20 $\frac{1}{2}$ c for Kansas City, 23c for Oklahoma City-Ft. Worth, and 30c for Ft. Worth light native cows. A few Austin heavy cows, a grubbing point, sold at 20c, which was steady with the grubber spots on the River at 19 $\frac{1}{2}$ c.

Total business came to around 16,000 to 17,000 hides, showing a very narrow activity for advance.

### Small Packers Better

With better tone shown by big packer hides, and definitely better interest noted in light average bracket in all markets, small packer market generally took a decidedly firmed tone. Country position better, although still very weak on the heavy end where offerings have been running quite heavy.

Basis for figuring prices in small packers around 25% to 30% under Table I on the very light Southwestern hides, although sellers wanted 20% under Table I on most offerings. Tanners not looking too favorably above 25%.

On medium averages, 30% to 35% talked by tanners, but selling side of the market is figuring around 25% under Table I, particularly on better class merchandise. Heavy hides not getting much play; ideas running under 35% under Table I.

Country light hides being picked off, particularly when they are light average lockers and city butchers. Otherwise, movement is slow, even in the better quality medium averages. Tanners trying to fill needs with small or big packers before they delve into country market.

### Horsehides Spotty

Consensus of prices for trimmed horsehides ranges \$7 to \$7.50 for good 60/70 lb. trimmed hides, Midwestern production mixed slaughter renderer material. Some sources claim higher money has been paid. However, this type of business is always going on and is not unusual now. Trying to get more than \$7.50 from the average customer today is quite difficult.

Fronts quotable around \$5.00 to \$5.50, depending upon size and quality. Butts, basis 22 inches and up, figured \$2.00 to \$2.50 FOB shipping points.

### Sheep Pelts Steady

Shearings sold this week on basis of \$3.00 for No. 1 big packers, \$2.10 for No. 2's and \$1.65 for No. 3's, representing steady to slightly higher levels. The No. 1's were on the strong side of a range of \$2.75 to \$3.00, but certainly indicated a little better feeling in the market from Moutou tanners. Fall clips quotable around \$3.35 to \$3.50, selling at both ends of that range this week.

Lamb pelts holding unchanged, Nov. big packers Western production figured around \$3.50 per cwt. live-weight basis, with Dec. production figured around \$3.75 per cwt., offerings around \$4.00. Pickled skins quotable around \$10 to \$11 per dozen, although one packer said to be asking \$13 per dozen on best lines.

### Calf Strong

Calfskin market is firm to strong, depending upon skins involved and quality. Big packer offerings usually the first to go and interest has been good. Some restricted business last week on the basis of 38c for Northern allweights held the market steady. Some picked point heavies have brought 38 $\frac{1}{2}$ c, showing a little more strength in heavies than in lights.

Best end of small packer skins have been going, but prices in this market are at very wide variances because of many qualities around, etc. Country calf has moved in some quantity, but there are still some skins around, particularly the poorer end.

### Kip Firm

Kipskins quite firm with last prices readily available for anything offered. Packers successful in realizing a 1c advance in overweights late last week, while holding kipskins steady at 34. This put the spread at 34c for kip and 30c for overweights. The small packer offerings of kip moving fairly well as are the best end of countries.

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**ARKOTAN B** is a synton that assists in the production of a smoother grain, improved tensile strength, fuller and rounder feel and a clear, even color.

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## Deerskins Easier

Undertone continues weak and not much buying interest evident. New Zealand deerskins, 4-lbs., sold down to \$1.02 per lb. c&f. and now buyers have again reduced their ideas. Brazil "jacks" available at 60c fob., basis importers. Siam market quiet and nominal as few offers received. Central American market unchanged.

## Pigskins Slower

Market has slowed down as recent buyers supplied their needs for the Xmas trade and now are unwilling to anticipate the coming spring and Easter. What demand there is continues for the better types. Chaco carpinchos firmly held at origin with shippers talking at least \$3.35 c&f., basis importers. Some Para wet salted capivaras selling around \$3.50, basis manufacturers.

Shippers asking \$2.40 c&f. for Peruvian grey peccaries but no interest in blacks. Some additional sales of Para black peccaries around recent trading levels, believe \$2.15 basis manufacturers. No offers of Manaos but some expected soon or when hunters will start going out as rivers recede.

## Goatskins Sluggish

Little new interest from tanners keep goatskin markets sluggish. Many offerings available but few sales noted. Prices firm.

Last sales 1200 lb. Amritsars at \$10.00-\$11.00 per dozen, c&f., as to shipper and selection. Top asking price now at \$10.00, Madras Deccans

reported at \$10.50 and Coconadas, 1.70/1.80 lbs., at \$10.00 but no bites. Genuine Batis held at \$12.00 to \$12.95 for shipment but tanners will not go above \$11.00. Spot Hodeidahs last sold at \$7.25 ex dock for skins 130/132 lbs, selecting 25/65/15. Iranian goatskins offered at \$9.50 ex dock for 130/140 kilo.

Red Kanos goatskins last sold at \$1.00-\$1.01 per lb. c&f. basis primes. Asking prices now at \$1.07-\$1.10 but no takers. Shade dried Mombasas mixed. Tanners not interested above \$8.00-\$8.50 for 104/107 weights.

## Goatskin Prices

### INDIA & PAKISTAN

Amritsars (1,200 lbs.)	\$10-11
Best Patnas	Nom.
Moufferpores	Nom.
Dinajpore	Nom.
Daccas	Nom.
Calcutta Kills	\$10-10
Coconadas (1.70/1.80 lbs.)	\$10-10½
Deccans (1.70/1.80 lbs.)	\$10-50

### CHINAS

Szechuans, lbs.	Nom.
Hankows, lbs.	Nom.
Chowchings, dz.	Nom.

### MOCHAS

Berberahs	Nom.
Hodeidahs	\$7-25
Batis	\$12-12½
Bati types	Nom.
Addis-ababas	Nom.

### AFRICANS

Algiers	\$11-11½
Casablanca	Nom.
Marakesh	Nom.
Constantines	\$11-11½
Orans	Nom.
Tangiers	\$8½-9
West Province Ex. Lts.	45c
Port Elizabeth Ex. Lts.	46c
Nigerians, lbs.	\$1.00
Mombasas, dz.	\$8.50

### LATIN AMERICANS

Mexicans	Nom.
Matanzas, etc. (flat)	Nom.
Oaxacas	Nom.

Venezuelans	40c
Barquismetos	40c
Coros	35c
Maracaibos	Nom.
La Guayras	Nom.

Colombians	Nom.
Rio Hache	Nom.
Bogotas	Nom.

West Indies	75c
Jamaicas	43c
Haitians	Nom.
Santo Domingos	Nom.

Brazils	Nom.
Cearas	Nom.
Pernambucos	\$1.10
Bahias	Nom.

Argentines	Nom.
Cordobas/Santiagos	Nom.
Pampas	Nom.

Paytas	48-53c
Peruvians	50c

### POUND STERLING

Closing	\$2.8016
Futures (90 days)	\$2.7988

• North & Judd Mfg. Co., New Britain, Conn., manufacturer of shoe buckles, trimmings, and harness, saddlery and riding hardware, will open a new sales office at 84 Peachtree St., N.W., Atlanta, Ga., on Jan. 2, according to T. C. DeLoach, vice president in charge of sales. P. W. Brown, at present in the New York office, will be in charge. The new office will service Georgia, North and South Carolina, Alabama, Mississippi, Florida and parts of Tennessee.

• The New York Superintendents' and Foremen's Association has appointed a special seven-man committee to investigate the possibility of setting up a special sub-group of the organization in Eastern Pennsylvania. Many members of the Association are now employed in that area.

## LEATHER

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# NEWS QUICKS

*About people and happenings coast to coast*

## Illinois

• **W. H. Argabrite, Sr.**, president of Special Equipment Co., Inc., Park Ridge, Ill., left by air recently for Mexico City on a combined business and pleasure trip. He was accompanied by his wife.

• **Willy Nordwind**, president of Athletic Shoe Co., Chicago, Ill., was slightly injured in the train wreck when the City of Los Angeles and the City of San Francisco collided near Evanston, Wyoming, on Nov. 12.

• **John Rodden** has been appointed general superintendent of A. H. Ross & Sons Co., Chicago tanner. He succeeds **John W. Harnly**, recently appointed general manager of Whitehall Leather Co., General Shoe Corp. tannery in Michigan.

• Some eight departments of **Armour & Co.**'s Chicago packing plant were forced to shut down for two hours last week when 1,000 employees staged a work stoppage. The workers, members of United Packinghouse Workers, CIO, staged a demonstration in conjunction with a union membership drive at the plant.

• **Willy Nordwind**, president of Athletic Shoe Co., Chicago, and a prominent Chicago community leader, has been enrolled as the first Life Member of **Brandeis University Associates**, nationwide organization of men serving the four-year-old non-sectarian university in the role of "foster alumni." Some 45,000 men

and women throughout the country have organized for the support of the Waltham, Mass., institution which will graduate its first class of 100 men and women in June 1952.

## Tennessee

• **Lyle Hammond**, General Shoe Corp. director of styling for men's shoes, has been promoted to division manager of the company's Dominion division. Although his offices will be in New York City, Hammond will continue as men's style director and as a consultant to the Nashville headquarters office. Hammond joined General Shoe Corp. in 1939 after graduating from the University of Oklahoma.

## Ohio

• **Ed Lawson** has resigned as sales manager of the Styl-Eez division of **Selby Shoe Co.**, Portsmouth. He has joined **Prima Footwear, Inc.**, Columbus, as sales manager.

• **Selby Shoe Co.** has opened a new plant at Portsmouth to manufacture Junior Selby Arch Preserver Shoes. **P. N. Smith**, formerly with **W. B. Coon Co.**, is manager of the new division, which will have a capacity of 1,000 pairs per day.

## New Hampshire

• **Gabriel Blum**, New York fitting room foreman, is now on the staff of **Lunder Shoe Co.**, Dover maker of women's high-grade shoes.

• **Tam-O-Shanter Shoe Co.** has been organized to manufacture women's popular priced casuals in Manchester. The company is presently erecting a brick, one-story factory with operations scheduled to begin in early 1952.

• The Newport plant of **International Shoe Co.** recently completed work on a large army boot contract and is presently converting to civilian production, according to **George D. Morin**, plant superintendent. The plant will manufacture men's and boys' shoes. No permanent layoff of any of the 375 employees is contemplated, Morin said.

## Pennsylvania

• Registration certificate has been filed by **Benjamin Silberberg** to trade as **Alexandria Shoe Machinery Co.**, shoe machinery distributor, at 349 North 3rd St., Philadelphia.

• Involuntary petition in bankruptcy has been filed against **Alex E. Sklar**, trading as **Lancaster Leather Store**, Lancaster leather and findings dealer.

## Washington, D. C.

• **Wesley S. Walker**, product manager for nitrogen of **Linde Air Products Co.**, New York, has been named director of the General Industrial Equipment Division, NPA. The division has responsibility for distributing allotments of steel, copper and aluminum under the Controlled Materials Plan to manufacturers of leather, chemical products, rubber, textile and other machinery.

## North Carolina

• **Michael Pizzuto** has been appointed factory superintendent of **Wellco Shoe Corp.**, Waynesville. He has been plant manager of the

## STITCHES CAN MAKE OR BREAK—YOU!

Every shoe manufacturer knows that. But what can he do to guarantee improved quality at less cost. He can adopt

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# CHARMOOZ

THE PERFECT SUEDE LEATHER

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## AMALGAMATED LEATHER CO'S. INC.

NEW YORK 99      PHILADELPHIA 12

California division since early this year and will now be in charge of all "Foamtred" factory operations as well as California manufacturing. The firm manufactured and sold 30 per cent more footwear in the first 11 months of 1951 than it did in the comparative 1950 period, according to Heinz W. Rollman, president. The increase has been reflected in both pairage and dollar volume.

- Production at the new Hendersonville two-million-dollar plant of **Belding Heminway Co., Inc.**, manufacturer of nylon mono-filament sewing thread, has begun after a formal opening held last week.

### New Jersey

- The strike at the Newark plant of **Johnston & Murphy** (division of General Shoe Corp.) has ended and operations were scheduled to resume on Dec. 10. A new contract agreement has been reached between the firm and Local 73, United Shoe Workers of America, CIO.

### Massachusetts

- **Brownie Shoe Co.**, a new shoe stitching firm, has been opened in

Becker Building at 17 Hale St., Haverhill, in the factory space formerly occupied by Melard Shoe Co. President is Nathan Brown who formerly operated Brown Shoe Co. and Brown Contract Stitching Co., in Lawrence. The new firm will be devoted to stitching work for the time being with a force of 100 workers.

- **Pilgrim Shoe Co.** has been organized to manufacture women's shoes in Lawrence. Operations are scheduled to begin shortly with some 250-300 workers employed at the plant in the Everett Mills property. The new plant is reported to be associated with Lincoln Shoe Co. of Haverhill and is described as an "experiment" in women's shoe manufacturing.

- **John Corvers Co., Inc.**, Lynn dealer in upper leather and splits, has opened a Boston office in Room 401 at 179 South St.

- **Abraham I. Cohen** has opened offices at 125 Lincoln St., Boston, to sell all types of footwear at wholesale. Cohen is widely known in the New England shoe trade.

- **Raymond Bacon**, formerly associated with the Boston office of **Jacob Stern & Sons, Inc.**, New York hide

dealer, is now with the Office of Price Stabilization. He will be located at the OPS' Boston office.

- Production and maintenance workers at **A. E. Burgess Leather Co.**, and **Hickey Leather Co.**, both of Grafton, have voted to join International Fur and Leather Workers Union. The bargaining agent election was sponsored by the National Labor Relations Board. Vote at the Burgess plant was 21-6 in favor of the union while employees at Hickey voted 17-2 for the union.

- **Louis Schwarz** has joined **J. W. Burns Leather Co.** in Haverhill. He will be in charge of buying upper leather and linings for the company.

- **Sumner Keith** has been appointed production manager for **Geilich Leather Co.** of Taunton. Keith has been associated with Barbour Welting Co., Brockton, in the same capacity for the past 15 years. He will cover the U. S. and Canada for Geilich which makes Cambilene leather for men's and women's dress shoes and Cambi-Soff for casual footwear as well as a full line of lining leathers.

- **Schurt & Asch Leather Co.**, Boston kid tanner, is moving offices

## DAVIS LEATHER INC.

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MILWAUKEE—H. I. Stewart, 918 North 4th St.  
ENGLAND—Davis Canadian Leathers Ltd.,  
3 Granby St., Leicester

### DOMINION CALF LEATHERS

CINCINNATI—J. R. Kueven, 626 Broadway.  
CALIFORNIA—A. J. & J. R. Cook Co.  
Los Angeles—1220 Maple Ave.  
San Francisco—237 Eighth St.

**TANNERY—DAVIS LEATHER CO. LTD., NEWMARKET, ONTARIO, CANADA**

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and showrooms from 79 South St. to 185 Essex St.

• **Irving Karton** has been appointed sales manager for **Dainty Maid Shoe Co.** of Haverhill. He will have his headquarters in Haverhill.

• **Roberts Tanning Co.** has closed down its plant at 57 Foster St., Salem, for "an indefinite period," according to Michael Fishman, president and treasurer. Involuntary petition in bankruptcy has been filed against the firm by three creditors it is reported. The Roberts firm has been in operation for the past two years in the former Advance Tanning Co. plant.

• **C. S. Pierce Co.** of Brockton, maker of shoe trees and forms, has inaugurated a new sales promotion and merchandising department in the firm. It will cooperate with manufacturers and retailers in promotion of special events such as openings or anniversaries.

• **L. H. Alman** has been appointed New England sales manager by **J. Settimo Co.**, Boston shoe fabrics converter. Alman was formerly associated with **A. S. Burg Co.**, also of Boston.

• **Mortie Cohen Shoe Co.**, footwear manufacturer at 82 Purchase St., Boston, has been adjudicated bankrupt, it is reported. Involuntary petition in bankruptcy was filed previously against the firm.

• **Robert Miller** has joined the staff of **Nova Shoe Co.**, Haverhill, as cutting room foreman and leather buyer. He was formerly associated with **Avon Shoe Co., Inc.**, in Brooklyn, N. Y.

• **Harold Edinberg** has taken on the shoe products line of **Rogers Corp.**, according to Benjamin B. Levy, sales manager. Edinberg will cover Massachusetts, New Hampshire and Maine.

• **Julian Weinstein**, formerly with **Mitchell Shoe Co.**, Biddeford, Me., and **Josephson Shoe Co.**, Boston, has joined the staff of **Randolph Mfg. Co.**, Randolph. He will be assistant to general manager Robert Cohen. The firm, which manufactures tennis and basketball shoes, recently opened a sales office in Boston at 155 Lincoln St.

• **Regal Shoe Co.** has voted a dividend of 15 cents on common stock, payable Dec. 20 in stock of record Dec. 5. The company paid a similar amount in July, bringing payment in 1951 to 30 cents as compared with 25 cents in 1950.

• **Bay State Fabrics, Inc.**, Boston, is introducing a new nylon mesh under the name of "Peep-O." The fabric is receiving good interest from national playshoe manufacturers.

• **Lowell Textile Institute** at Lowell is holding Open House on Friday, Dec. 14, beginning at 9:30 a.m. Secretary of Commerce Charles Sawyer will be speaker at a Special Convocation at 3:30 p.m.

• **Leo Reddish** is now with **Boston Fabric Corp.**, Boston distributor of

shoe fabrics and linings. He will handle the firm's entire line. Reddish was formerly associated with **Wm. F. Reddish Leather Co.**, Boston.

• The Internal Revenue Bureau has filed tax liens on property of **Graton & Knight Co.**, Worcester tanner, alleging non-payment of \$132,253 in income taxes. Arthur A. Williams, president of the firm, stated the tax lien represented "a difference of opinion" between the company and the Government. He added he did not consider it a "serious matter."

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**LEATHER and SHOES**

## New York

• Stockholders of U. S. Leather Co., New York, will hold a special meeting on Jan. 9 to consider proposal by the board of directors to dissolve and liqui-

date the firm. The company has been disposing of its leather holdings for some time but was operating as a holding company. Stockholders of record Dec. 14 will be entitled to vote.

• The Annual Plastics Film, Sheet and Coated Fabrics Division Conference of **The Society of the Plastics Industry, Inc.**, was held Dec. 13-14 at the Commodore Hotel in New York. Merchandising, styling, economic and financial trends as well as production processes and technical problems were among the headlined subjects.

• At creditors' meeting on Dec. 4, attorney of **Sandra Shoe Corp.**, Brooklyn, listed total assets at \$18,375 against liabilities of \$22,445. Debtor was given a short time to raise capital and make a definite offer to creditors.

• **Em-Jay Originals, Inc.**, has been chartered to sell footwear at wholesale at 152 Duane St., New York City. Officers are **Harry Yorke**, president; **Louis Bland**, vice president; **Barney Bland**, secretary; and **J. M. Brandvein**, treasurer. Reported paid in capital is \$90,000.

• **Beekman Trading Corp.** has been organized to export leather. Offices are at 28 Beekman St. Principals are **William Rezek** and **Samuel Steinberg**.

• **Krieger & Rosen Shoe Co.** has been organized to manufacture a line of stitchdowns at 75 Roebing St., New York. **Lester Krieger** will handle sales promotion and partner **Sam Rosen** will be in charge of production. Initial production goal is 2,500 pairs per day.

• **Glamour Footwear, Inc.**, has been organized to manufacture women's McKay type playshoes at 6 Varet St., Brooklyn. Officers are **Abe Steinberg** and **Samuel Baer**. Production will be at 25 cases daily.

• **Alice Dowd** has opened a new office at 18 East 48th St., New York City. She will offer fashion promotion, publicity and merchandising.

• **Burton Palter**, executive vice president of **Palter de Liso, Inc.**, has been elected 1952 president of the Guild of Better Shoe Manufacturers. He succeeds **Charles Fox** on Jan. 1.

• **Irene Hauck** has been appointed fashion coordinator for **Maranne Shoe Co.** Miss Hauck, formerly with **Turian, Inc.**, of Philadelphia, will make her headquarters at the Empire State Building in New York City.

• **Edwin Davis** and **Max Levine** will shortly become partners in the firm of **Allan Miller, Inc.**, New York, to manufacture women's handbags, it is reported.

• The Technical Association of the Fur Industry has established the **2nd Leo Altenberg Memorial Award** in honor of the late **Leo Altenberg**, one of its founders and president from 1937-45. Award of \$200 plus medal will be given annually to a lecture or paper dealing with some aspect of the fur processing industry.

• The third annual **Plastic Film, Sheet and Coated Fabrics** conference of the Society of the Plastics Industry will be held Dec. 13-14 at the Hotel Commodore in New York City.

• **Abe Barnett** has joined **Triple Novelty Footwear Co.** of Maspeth, L. I. He will be in charge of the soft sole department.

• More than 6,000 machines and products useful in industrial maintenance will be on exhibit at the **Plant Maintenance Show and Conference** to be held Jan. 14-17 at Convention Hall in Philadelphia.

• **Hooker Chemical Co.** of Niagara Falls plans to build a new \$10 million plant for the manufacture of chlorine and caustic soda at Montague, Mich., according to an announcement by **R. L. Murray**, Hooker president. The new plant is expected to be in operation by the end of 1953 with a yearly production rate of approximately 100,000 tons of all products for the midwest industry.

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THE INSIDE story of

## GEILICH

LINING LEATHERS

GEILICH LEATHER CO., TAUNTON, MASS.

LEATHER and SHOES

December 15, 1951

## NEW DEVELOPMENTS

(Continued from Page 9)

for hand-feeding flat sheets or set up in a production line for combining webs of glued materials. Will securely bond such shoe materials as layers of innersole board, cork to fiber, fiber to sponge rubber, sponge rubber to cork, sponge rubber to cloth, backing material to animal skins.

Pressure is adjustable to accommodate materials of varying thickness. Floor space required is only 16" wide x 45" long. Rotary presses are also available in 24", 36", 42" and 48" widths.

Source: Potdevin Machine Co., 1285 38th St., Brooklyn 18, N. Y.

## SPRAYING UPPERS

This is an important addition to a patented process now used to spray uppers with a protective coating of a composition latex. It is found that after the upper is lasted, difficulty is experienced in removing this coating from the lasted portion of the shoe. Also, in removing the coating with a roughing brush, it is quite difficult not to damage the protective coating on the rest of the shoe, especially at the sole line.



This patent claims that by applying a marginal coat of compatible lacquer to the protective coating, both can be readily roughed without affecting the remaining portion of the coated upper.

A formula is recommended, composed of 80 parts of Toluol. No precautions are suggested as to the use of this dangerous chemical, or to the relation between sole-attaching cement and this lacquer.

The illustration shows a lasted shoe, the upper coated with the protective coating, and the extent of the lacquer application.

Source: Pat. No. 2,537,785, Spray-lat Corp., New York City.

## SHOE UPPER PLASTIC

This is a process of specially prepared fabrics with a plastic coating so combined as to provide a stretchable as well as flexible upper material.

The idea revolves around a fabric condensing process which makes this material an elastic fabric. Two sheets of suitable fabric are bonded together in a condensed condition after which the plastic is applied in sheet or liquid form. When the plastic material is applied, pressure must be controlled so that the plastic is not forced too deep into the fabric which would cause interference with the stretch of the condensed fabric material.

Source: Pat. No. 2,533,976; United States Rubber Co., N. Y., N. Y.

## SHOE PROTECTOR


This is a practical, well-constructed shoe protector for women's shoes. It

is made of a thin transparent plastic film.

The protector is composed of two



fitted sections of plastic film, plus an outsole of heavier gauge, and all seams are welded by induction heating.



**"The Rotary Way" combines the use of "Rotary" full and semi-coated French Cord Binding with the "Rotary" French Cord Turning machine. Our exclusive coatings, when used with our equipment are guaranteed not to clog machines.**

THE  
*Rotary*  
WAY

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**MANUFACTURERS**  
Cutting, Perforating, Marking Dies.  
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Phone: GRand 2143



**NEW ERA DIE CO.**  
Red Lion, Pa.

A unique feature of this novel shoe protector is the ankle strap in which are concealed two elastic draw strings. These elastic draw strings have a tendency to hold the protector in a gathered or pleated condition which also adds to the appearance.

It is waterproof, flexible, and when not in use can be folded into a small space and carried in a handbag.

Source: Pat. No. 2,544,264; Beckwith Mfg. Co., Dover, N. H.

### Shield For Shoe Racks

The constant problem of trying to keep shoes clean during manufacture, especially whites and pastels, is somewhat lessened by the use of this rack cover. It is fabricated from a special absorptive paper stock and so designed as to fit a typical pin or dowel or paddle type rack.



This inexpensive cover is easily replaced without any effort or time lost. It does not require special clips or staples which are used on the present coverings. These materials such as cloth, plastic, flannels, etc., are not adapted to absorb inks and

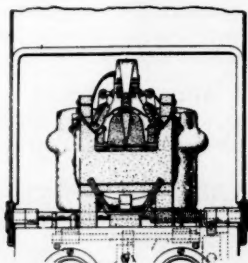
dyes and do not help after they have once been used.

Figure indicates the relation of the shield with a dowel rack. Also note that the shield may be provided with an elevated hollow toe cushion channel.

Source: Loroco Industries, Inc., Reading, Ohio; Nat. No. 2,560,314.

### BOX TOE STIFFENER

This machine hardens a box toe material of thermoactive substance that perhaps has been incorporated in the upper while in the process of



upper fitting. In the operation of pulling over, the operator is spared the time-consuming task of spotting the softened and limp box toe. With this new machine, the box toe is not stiffened until the entire shoe has been lasted.

This machine features an improved method of placing the high-frequency

electric field to reach all parts of the box toe beneath the upper, including the part of the shoe lasted over onto the shoe bottom, in the toe area.

The shoe is positioned at the toe between these electrodes. A splitting of the bracket holding the electrodes does this trick.

A fork-like arrangement encompasses the heel part of the shoe and takes care of varying sizes. This makes the shoe independent of any manual control during the actual application of the heat.

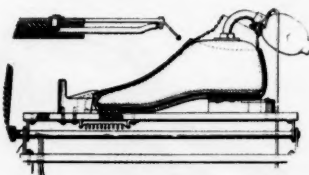
All this area is covered by a safety lid so no radiation affects the operator during the moments the box toe is in process of activation.

Source: United Shoe Machinery Corp., Boston; Pat. No. 2,528,491.

### SHOE PERFORATING DEVICE

This device electro-perforates the completed shoe. It may be used on all types of shoes.

The device includes a rocker-controlled platform and shoe support inside which the electronic equipment functions. This consists of an electrode resembling a woven metal mesh used in dish washing; in shape this electrode resembles a woven shoe sock of wide mesh.



This electrode in collapsed shape is inserted in the positioned shoe, after which a kind of bladder also fitted in collapsed shape inside the electrode boot is inflated. Air or liquid may be used for expanding the bladder.

The opposing electrode wand is placed just outside the shoe so that it may be in contact with all parts of the shoe to perforate the shoe in any position.

This device perforates shoe uppers to any degree or any area desired. This machine is not to be confused with the perforating machine commonly used in the Fitting Room to perforate wing tip and other types of shoes. This new electro-perforating device makes holes so minute as to be scarcely discernible, and is thus able to create a porous area.

Source: John W. Meaker, New York City; Pat. No. 2,538,580.

Here are

3

SHOE PRODUCTS  
THAT SAVE PENNIES



INNERSOLES  
PLATFORMS  
WEDGIES

LYNN INNERSOLE CO., ALLSTON, MASS.

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#### Wanted: Surplus Stocks

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Shoes including Close outs,  
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Also LEATHER SURPLUS and REMNANTS.  
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MATT AMROSE & SONS,  
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Agents are interested in obtaining additional  
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We invite correspondence from those inter-  
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Telephone: EVERgreen 9-5953

#### Suttko Tool & Die Co.

MFR. of patented single glove turning ma-  
chine for work gloves, also a 4-finger turning  
machine for dress or canvas gloves—absolutely  
guaranteed to eliminate all punching holes in  
fingers. Mfr. glove dies, sporting goods dies,  
shoe dies, clicker dies, leather edge dye stain-  
ing brush, 2 oz. capacity. Also repair and  
sharpening dies. Write to 4053-4055 Carroll  
Ave., Chicago 24, Ill. Telephone Van Buren  
6-8112.

### Help Wanted

#### Salesman

WANTED: SALESMAN to take on a sideline  
of leather topknots and soles for the Finding  
Trade. May cover any territory in the United  
States. Commission basis.

Address L-11,  
c/o Leather and Shoes  
300 W. Adams St., Chicago 6, Ill.

#### Salesman Wanted

SALESMAN WANTED: Selling to shoe and  
slipper manufacturers in New York City and  
Brooklyn.

Address M-2,  
c/o Leather and Shoes,  
20 Vesey St.,  
New York 7, N. Y.

#### SPECIAL MACHINERY FOR

WELTING For  
RANDS Over  
HEELS 50  
Years

THOMAS BOSTOCK & SONS  
BROCKTON, MASS.

### Rates

Space in this department for display ad-  
vertisements is \$5.00 per inch for each  
insertion except in the "Situations Wanted"  
column, where space costs \$3.00 per inch  
for each insertion.

Undisplayed advertisements cost \$2.50 per  
inch for each insertion under "Help  
Wanted" and "Special Notices" and \$1.00  
per inch for each insertion under "Situ-  
ations Wanted."

Minimum space accepted: 1 inch. Copy  
must be in our hands not later than  
Tuesday morning for publication in the  
issue of the following Saturday.  
Advertisements with box numbers are  
strictly confidential and no information  
concerning them will be disclosed by the  
publisher.

THE RUMPF PUBLISHING CO.  
300 W. Adams St. Chicago 6

### Wanted

Used Baker-Layton five or six foot setting  
out machine. Single roll. Write Box No. Z-17,  
Leather And Shoes, 10 High St., Boston 10.

### Situations Wanted

#### Cutting Work Wanted

WE CAN CUT your leather or cotton goods on  
a contract basis and save money for you.  
Address M-5,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

#### Foreman

LASTING and making rooms. 20 years' ex-  
perience women's shoes. Prefer N. E., but  
will go anywhere. Write Box Z-13, Leather  
and Shoes, 10 High St., Boston, Mass.

#### Foreman & Superintendent

18 YEARS' experience. Prefer women's lines.  
Prefer N. E., but will go anywhere. Write  
Box Z-14, Leather and Shoes, 10 High St.,  
Boston, Mass.

#### Hide Man

Expert on Domestic or on South American  
goods. Fast moving receiver, personable, intel-  
ligent man looking for suitable employment.  
Write Box Z-16, c/o Leather and Shoes, 20  
Vesey St., New York, N. Y.

### Use L&S WANT ADS

for sale of machinery, equip-  
ment, supplies, plants, etc.

They get results—  
only \$2.50 per inch

Send copy to Leather and Shoes,  
300 W. Adams St., Chicago 6, Ill.

- IIIIII  
• SPRUCE EXTRACT  
IIIIII  
• POWDERED SUPER SPRUCE  
IIIIII  
• LACTANX  
IIIIII

## ROBESON

PROCESS COMPANY

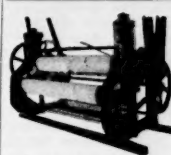
GENERAL OFFICES  
500 Fifth Avenue  
New York 16, N. Y.

OPERATING PLANT AT  
Erie, Pa.

BUCKLES BY  
**ORMOND**  
Roller-Non Roller  
Steel or Brass Base  
Gracetal lined Smooth metal work  
Fine finishes Formed tongues

Gilt Bronze  
Nickel Gunmetal Colors  
Representative in your area

Complete line Write for  
samples  
3323 Hudson Ave. Union City, N. J.



WRINGER

berk and chrome tanned sides and  
whole hides for the skiving and  
splitting machine.

Quirin Leather Press Co.  
Olean, New York

### Brazilian Leathers

Ask

Schlossinger & Cia. Ltda.

Caixa Postal 917

Sao Paulo, Brazil

Inquiries invited for  
INDIAN VEGETABLE TANNED KIPS and CHROME TANNED  
KIPS IN CRUST CONDITION.

### EASTERN TANNERIES LTD.

MAJID AHMAD ROAD

KANPUR, INDIA

## Coming Events

Jan. 12, 1952—Eighth Annual Banquet of New England Shoe Foremen's and Superintendent's Association. Hotel Statler, Boston.

Jan. 13-16, 1952—Second Market Week by members of The Boot and Shoe Travelers Association of New York.

Jan. 19-23, 1952—38th Annual Mid-Atlantic Shoe Show. Sponsored by Middle Atlantic Shoe Retailers Association and Middle Atlantic Shoe Travelers Association. Penn-Sheraton Hotel, Philadelphia, Pa.

March 9-12, 1951—Allied Shoe Products and Style Exhibit. Hotel Belmont Plaza, New York City.

March 11-12, 1952—Showing of American Leathers for Fall and Winter, 1952. Sponsored by Tanners' Council of America, Inc., Waldorf-Astoria Hotel, New York.

April 27-30, 1952—Annual Shoe Showing. Sponsored by St. Louis Shoe Manufacturers' Association.

May 5-7, 1952—Annual Spring Convention of Tanners' Council. Castle Harbour Hotel, Tuckerstown, Bermuda.

May 11-13, 1952—Fourth Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherlands-Plaza Hotel, Cincinnati, O.

May 11-15, 1952—Popular Price Shoe Show of America. Showing of shoes for Fall 1952, sponsored by National Association of Shoe Chain Stores and New England Shoe and Leather Association. Hotels New Yorker and McAlpin, New York City.

May 19-20, 1952—Eighth Annual Meeting of National Hide Association, Hotel Cleveland, Cleveland, O.

June 1-4, 1952—Annual Convention of American Leather Chemists Association. Ocean House, Swampscott, Mass.

Aug. 24-27, 1952—Allied Shoe Products and Style Exhibit. Hotel Belmont-Plaza, New York.

Aug. 26-27, 1952—Showing of American Leathers for Spring and Summer, 1953. Sponsored by Tanners' Council of America, Inc. Waldorf-Astoria Hotel, New York City.

Oct. 23-24, 1952—Annual Fall Meeting, Tanners' Council of America, Inc. Edgewater Beach Hotel, Chicago, Ill.

Oct. 27-30, 1952—National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe Retailers Association. Palmer House and other hotels in Chicago.

## Deaths

### Hyman P. Bluestein

... 55, shoe chain executive, died Dec. 8 at his home in Brookline, Mass., after a short illness. Bluestein was president of Wilbar's, Inc., women's shoe chain with headquarters in Boston. A veteran of the retail shoe trade, he was known throughout the industry and was associated with Wilbar's for many years. A veteran of World War I, he was a member of the Crosscup-Pishon Post, American Legion; United Lodge, A. F. & A. M.; and the Belmont Country Club. Surviving are his wife, Shirley; a son, Leonard; a daughter, Paula; two sisters, Mrs. Minnie Miller and Mrs. Rose Jacobs; and a brother, Barney H. He was the brother of the late Charles and William Bluestein and the late Mrs. Fannie Freedman.

### Arthur A. Webb

... shoe executive, died Dec. 4 at his home in Syracuse, N. Y. He was vice president of the A. E. Nettleton Co., Syracuse manufacturer of men's shoes. A native of Concord, Mass., Webb had been associated with the Nettleton firm since 1901. He graduated from Syracuse University in 1889. He leaves his wife; a son, Stephen M.; and a daughter, Miss Janet Webb.

### Jacob Weil

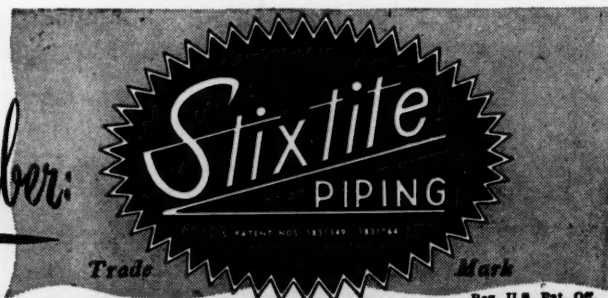
... 85, shoe executive, died Dec. 8 at his home in University City, Mo., after a long illness. He was sales manager of M. K. Weil Shoe Co. Surviving are his wife, Rosa, a son, Meyer K.; and two daughters, Mrs. Paul Sigan and Mrs. Dave Epstein.

(Other Deaths on Page 18)

## Index To Advertisers

Ajax Machine Co. ....	27
Amalgamated Leather Cos., The ....	27
American Hide & Lea. Co. ....	Back Cover
Antara Chemicals Division, General Dyestuffs Corp. ....	7
American Extract Co. ....	26
Arkansas Co., Inc. ....	25
Armour Lea. Co. ....	22
Avon Sole Co. ....	2
Barbour Welting Co. ....	20
Bostock, Thos., & Sons ....	33
Boston Machine Works Co. ....	17
Campello Shank Co. ....	16
Crompton-Richmond Co., Inc. ....	15
Davidson Rubber Co. ....	24
Davis Leather, Inc. ....	28
Eastern Tanneries, Ltd. ....	33
Eberle Tanning Co. ....	19
Geilich Lea. Co. ....	30
Greenebaum, J., Tanning Co. ....	21
Hadley Bros.-Uhl Co. ....	18
Huch, The, Lea. Co. ....	29
Huyck, F. C., & Sons ....	26
Independent Die & Supply Co. ....	31
Kean, Fred F., & Assoc. ....	30
Lincoln, L. H., & Sons, Inc. ....	24
Lynn Innersole Co. ....	32
McAdoo & Allen Walt. Co. ....	14
Milender, W., & Sons ....	29
Ormond Mfg. Co. ....	33
Quirin Lea. Press Co. ....	33
Robeson Process Co. ....	33
Ross, A. H., & Sons Co. ....	22
Rotary Machine Co. ....	31
Rueping, Fred, Lea. Co. ....	35
Salem Oil & Grease Co. ....	Front Cover
Schlossinger & Cia, Ltda ....	33
Slattery Bros. Tanning Co. ....	32
Standard Emboss. Plate Mfg. Co. ....	25
Thiele Tanning Co. ....	28
United Shoe Machinery Corp. 3, 5 and 23	23
United Stay Co., Inc. ....	34
Winslow Bros. & Smith Co. ....	21
Wisconsin Lea. Co. ....	20

Always Remember:



UNITED STAY COMPANY, Inc. 222 THIRD ST., CAMBRIDGE 42, MASS.

# Kin Kin

COLOR NO. 151

HIGHLAND BROWN



Full grain KIN KIN again sets the pace in this flexible moccasin oxford, styled by O'Donnell. A beautiful leather, tanned the Rueping way, KIN KIN stands ready for long, hard wear and real comfort for young, active feet.

STYLE NO. 3751  
MOCCASIN OXFORD  
**PROPR-BILT**  
SHOES

O'Donnell Shoe Corporation  
Humboldt, Tennessee

# RUEPING

FRED RUEPING LEATHER CO., FOND DU LAC, WISCONSIN, U. S. A.

A shining success...



Color 131

WILLOW

Calf



For men's shoes that respond  
brilliantly to the brush, and  
withstand nicks and scuffs.

AMERICAN HIDE AND LEATHER COMPANY BOSTON